# The American Artisan
## And Hardware Record

Vol. 52. No. 19. CHICAGO, NOVEMBER 10, 1906. $2.00 Per Year.


NOV 23 1906


**COLUMBUS BOLT WORKS,**
COLUMBUS, OHIO.
**Bolts, Rivets, Nuts, Washers, Carriage Forgings, Etc.**
CATALOG AND PRICES ON APPLICATION.

**WHY**
NOT "CLEAVE TO THAT WHICH IS GOOD"
Why Experiment, "Going Further and Faring Worse?"
**AMERICAN SEAL**
**Elastic Oil Roofing Cement and Roof (Metallic) Paint**
ARE
**Standards of Merit**
THE WM. CONNORS
—PAINT MFG. CO.—
TROY, N. Y.

TRYING to do business without advertising is like winking at a girl in the dark: you know what you are doing but nobody else does.

**THE WIZARD**
ADJUSTIBLE FLEXIBLE HANGER

NO Special Track Required.

Lateral and Vertical Adjustment

Swing Out and Stay On Features

and door may be placed as close to building as desired.

Each pair packed in individual box complete with bolts and nuts.

See your jobber or write us.
SAFETY DOOR HANGER CO.
Ashland, Ohio Hamilton, Ont.

GARLAND NUT & RIVET Co. PITTSBURGH

**SMALL RIVETS**
FOR ALL PURPOSES

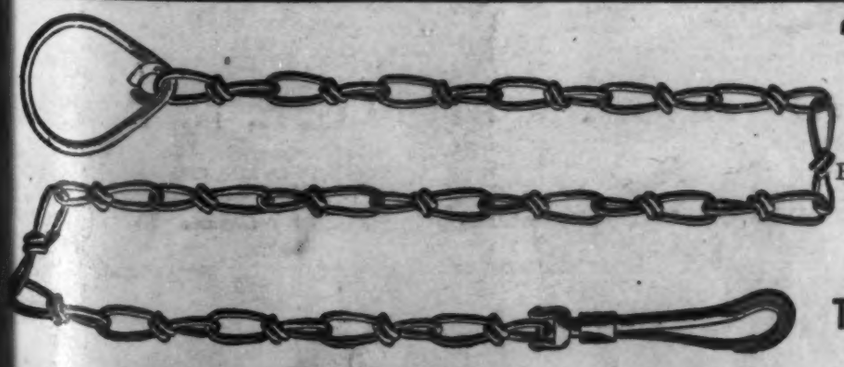
SELECTED MATERIAL
UNIFORMITY
GOOD APPEARANCE
SQUARE CUT-OFF
QUICK SHIPMENTS

SMALL BOLTS
AND
PUMP CHAIN

GARLAND NUT & RIVET CO.
PITTSBURGH, PA.

We make a specialty of popular priced Enameled Ware, also Stamped and Japanned Tin Ware.

**STAR ★ ENAMELING & STAMPING CO.**
PITTSBURG, PA.



**"BROWN"**
**TIE-OUT CHAINS**
Fitted with Stake Ring, a Swivel every ten feet, and a Swivel Snap.
A FREE SAMPLE WILL TELL THE STORY.
**The BRIDGEPORT CHAIN CO.**
BRIDGEPORT, CONN.

Features Common to All.

Lift Off Nickel. Lift Out Fire Pots.
Ransom Duplex Grates.
All are Double Heaters. All are Five Flued.

JOSH BILLINGS SAID

*"I like that Rooster for the Crow he has and for the Spurs he has to back his Crow."*

These are exactly the Reasons why Dealers and their Customers like

# CINDERELLA BASE BURNERS

**Their Style and Their Heating Power Appeal Alike To All.**

All Cinderella Base Burners have Five Heating Flues—Three of these flues heat by direct radiation—Two of them are Double Heating or Circulating flues.

**NO HEATING STOVE IS MORE ECONOMICAL.**

The nickel plating is all done on Copper—It is Brilliant and Durable.

**We Make 3 Distinct Styles and 3 Sizes of Each.**

Over 49,000 in actual use.

**Our Prices Will Save You Money — None Are High.**

**IMMEDIATE SHIPMENTS.**

## STOVE & RANGE CO. OF PITTSBURGH, PA.

**Western Agency---W. D. SAGER**
**38 to 40 Michigan St., Chicago, Ill.**

# *We'll Help You!*

Perhaps you're hesitating about making a change in the heaters you've been selling—because you think to change your line would mean starting in again at the bottom.

If you take up the sale of the KELSEY Warm Air Generator in your locality, we'll help you make sales.

We want you to build up a large, profitable business.

We will help you do this—by interesting people in the KELSEY, by pointing out in detail where the KELSEY excels other systems—and if you have any large, or particularly hard job to close—write or wire, and we'll give you personal assistance.

But it isn't hard to sell the KELSEY!

It isn't difficult to get a start!

Install two or three KELSEY Generators this season—and you'll be surprised how many KELSEYS these first jobs will sell.

If no one sells the KELSEY in your vicinity, ask us for our Exclusive Agency Proposition.

*We have something interesting for you!*

**30,000 KELSEYS SOLD**

## KELSEY HEATING CO., SYRACUSE, N. Y.

**New York City:**
**156 Fifth Avenue**

**Western Sales Agents:**
**COOK & VAN EVERA CO.**
**38 E. Lake St., Chicago**

**JAMES SMART MFG. CO., Brockville, Ontario, Sole Makers for Canada**

# MAGEE *TANK AND LAUNDRY* HEATERS

Under the conditions for which each style is designed the maximum of service is rendered at the minimum expenditure of fuel and care. Detailed information regarding Capacities, Dimensions, and Prices sent upon request.

## THE MOST EXTENSIVE AND VARIED LINE OF TANK AND LAUNDRY HEATERS MANUFACTURED

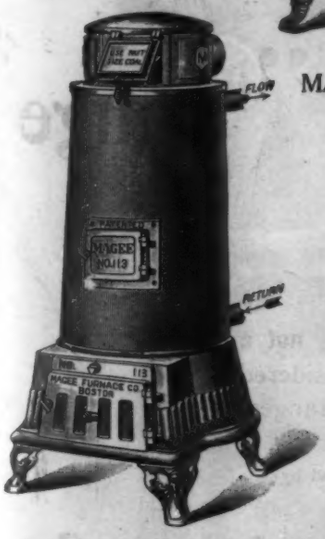
SERIES 111-115

MAGEE JUNIOR 210-212

MAGEE JUNIOR 410-412

MAGEE JUNIOR 310-312

SERIES 510-512



SERIES 313-315

LAUNDRY RANGE

SERIES 011-015

**MAGEE FURNACE COMPANY**

**38 Union Street, Boston, Massachusetts**

LOTT BURTON CO.
86 Lake St., Chicago

E. N. COKEFAIR
39 Cortlandt St., New York

# The "RELIABLE" Range

## Sells Quickest—Because

in its construction are combined in perfect harmony **not a few—but all** features of practical value that are considered desirable by dealers in, and by users of, steel ranges.

Made and fully guaranteed by

**Catalogue No. 26A and prices to the trade will interest you. Write for them NOW.**

## The Schneider & Trenkamp Co.

**Div. of American Stove Co.**

**Cleveland, Ohio**

# The Royal Quality Range

## Quality Higher Than Price

**This is a new one and it is right up to the minute in right, new, modern, features of really good steel range making.**

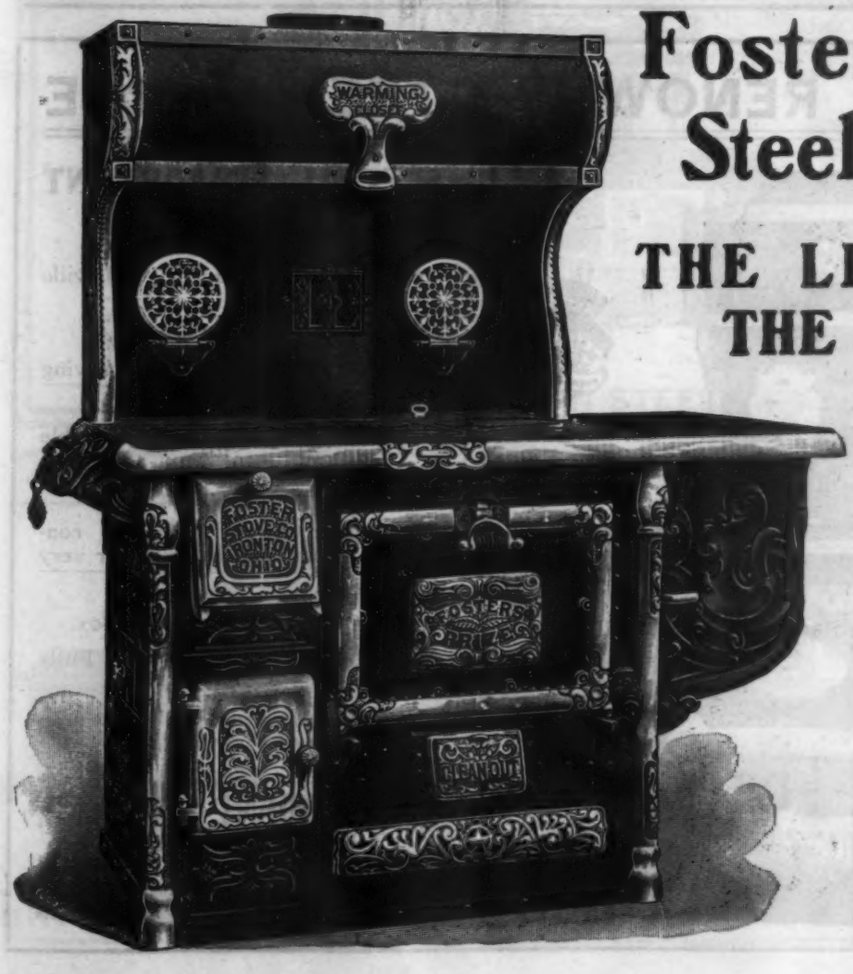
## There are no "has-beens" in our line.

**Features.** Wellsville Blue Steel; asbestos lined; anchor plate top; cast encased cast enameled reservoir; pouch feed; sectional fire box linings; duplex removable, reversible grate; extension wood fire box; big strong unwarpable oven.

**Made in All Steel Range Combinations.**

**Quality Stove & Range Co.**
**Belleville, Ill.**

# Foster's Prize Steel Range




## THE LEADER OF THE SEASON

It embodies all late improvements looking to quality and efficiency, yet can be sold at comparatively low prices. It will pay the dealer to order a sample and consider agency.

**WRITE FOR CATALOG**

**The FOSTER STOVE CO.**
**IRONTON, OHIO**

# VAN'S RANGE

**Patent Improved Wrought Steel Portable**

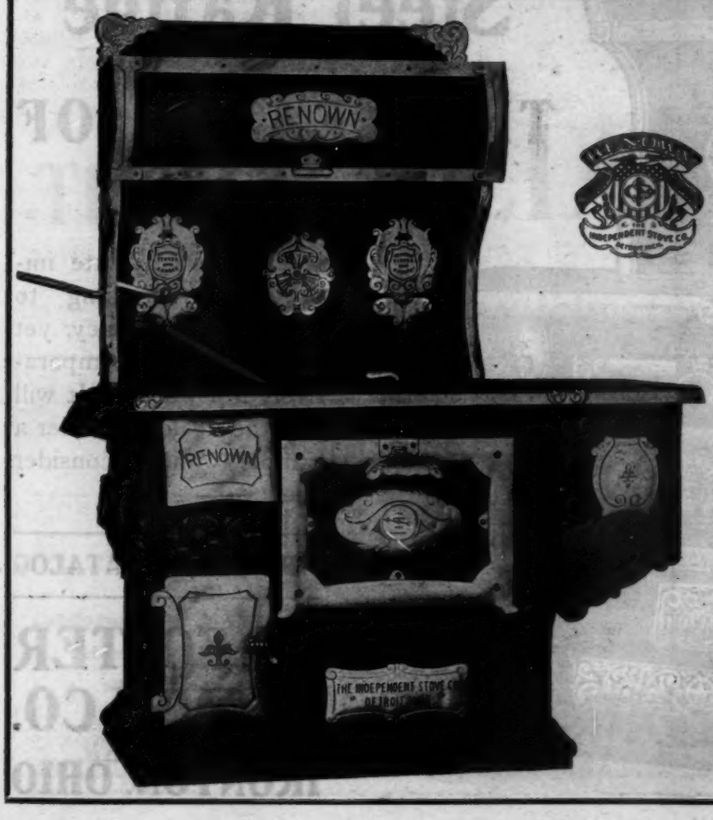
**For Hotels, Restaurants, Public Institutions, Boarding Houses, and Private Families. All kinds of Hotel Implements for culinary purposes. Manufactured and for sale by**

## The John Van Range Company

**Southwest Corner**
**5th and Broadway**

**CINCINNATI, - - - - - OHIO**

# "MODERN RENOWN" STEEL RANGE




## SPECIAL & IMPORTANT FEATURES:

Artistic in Appearance. Wellsville polished steel.

Rich, Smooth, Nickel Finish.

Easily kept clean. Very little carving to catch dirt and dust.

Oven Door Thermometer, very reliable

Raised Pan Top, convenient for broiling or toasting, or putting in fuel.

Large Ten Gallon Reservoir, controlled by damper, heats water very quickly.

Extra Heavy Linings in Fire Box.

Very Best Workmanship and Fully Guaranteed.

*Write for Catalogue and Prices and secure the Agency for this high grade, popular priced line of Ranges.*

*The*
**INDEPENDENT STOVE CO.**
**Manufacturers of**
**"Renown" Stoves and Ranges**
**Office and Factory, Cor. Sidney Avenue and G. T. Ry.**
**DETROIT ∴ ∴ ∴ MICHIGAN**

HEAT LIGHT
FOR THE
HOME
STORE
HOTEL
SCHOOL
CHURCH
OFFICE
COLLEGE
THEATRE
FACTORY
VILLAGE
INFORMATION FREE
SEND FOR IT.
DETROIT HEATING AND LIGHTING CO.
DETROIT MICH.

## The Gold Coin

**Gold Coins are good** propositions for retail stove dealers for the reason that they are quick movers, steady sellers, and exceptionally good, all-round profit-makers.

**Gold Coins go out** fast and clean themselves up in all seasons. Nobody ever carries them over. Nobody ever closes a season with a lot of them on hand.

**No base-burner** is handsomer, richer or more attractive than **The Gold Coin** in its new 20th Century dress, and as a good consistent, reliable and economical worker, everybody who knows stoves knows **it has never been equalled.**

**The Ventiduct Stove with a Ventiduct that is a Ventiduct.**

**CHICAGO STOVE WORKS**
**Chicago, Ill.**

**JANNEY, SEMPLE, HILL & CO.,**
**Minneapolis, Minn.**
Agents for Northwest

You
Tell the Tale.
THE AMERICAN ARTISAN
Will Spread It.

# A Wide Awake Dealer

in Michigan, on seeing the sample line of **Born Steel Ranges** displayed in the store of another wide awake dealer in another town, was so favorably impressed that he promptly applied for the agency.

Such incidents have occured so often as to convince us that we are offering exceptional value in our ranges, and that the possibilities for profit in handling the Born Steel Range appeal to all experienced stove dealers.

We invite such dealers to write for our Catalogue and proposition.

**THE BORN STEEL RANGE CO., Cleveland, Ohio.**

## Here's a Snap for Wide-Awake Range Dealers

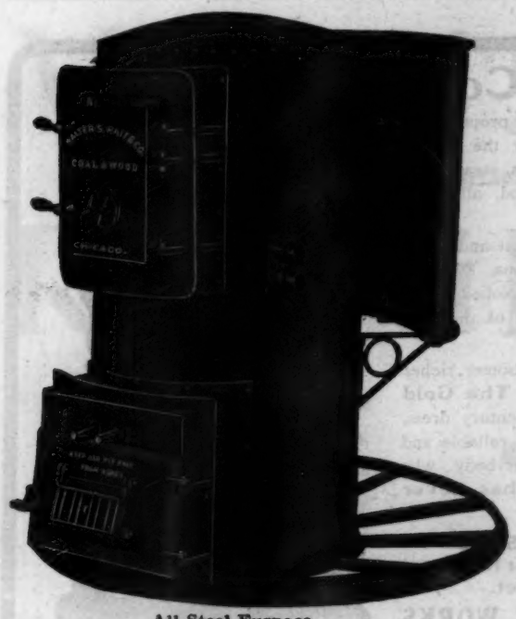
I am going to sell 1,000 400-lb. six-hole steel ranges, finished in Japan, for not over

**$15.00 Each**

I'll sell the ranges, too, so you'd better get in line and order now. **These ranges formerly retailed at $60.00 each.** Send me a carload order and get my best cash discount or I'll give dating to firms with satisfactory credit. What better proposition can you ask for, if you have a little capital, are sufficiently enterprising, and want to make money? **Do you know** there is a big demand for the "Willard" Steel Ranges because they give perfect satisfaction, and don't cost too much? Then why don't you supply them?

**Willard Steel Ranges** Are advertised in many leading publications, and the people know them and want them. Get my prices—it means profit—DOLLARS—to you. Every sale leads to another. I can sell you a better range than you can buy ANYWHERE for the money; one that cooks well and bakes evenly and perfectly, and will last a lifetime, with proper care. **Tell me how many ranges you can sell annually** and I will make you a very interesting proposition. **AGENTS WANTED.**

**WM. G. WILLARD, Room No. 28, Willard Bldg., ST. LOUIS, MO.**



All Steel Furnace

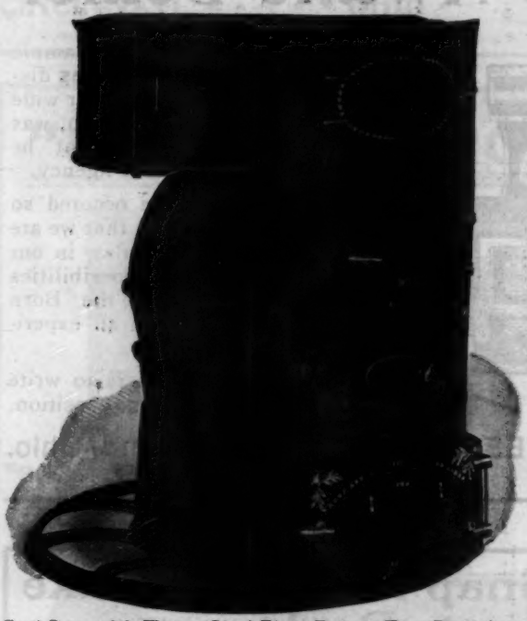
# NEW BLOOD!
# NEW IDEAS!
# NEW FIRM!
# NEW FURNACES!

A new and complete line of warm air furnaces—made in every style—for every fuel—and adapted for every climate—all cast iron—all steel—cast iron with steel radiator—all with one name—one style—one quality—THE BEST.

With a life long experience in furnace work, this complete new line embodies many practical improvements, and the entire line will carry the name of

# WALTER S. RAIT & CO.

which will be a synonym for all that is best in warm air furnaces.



Cast Iron with Heavy Steel Plate Return Flue Radiator
Also made with large feed door, 14x15 inches.

All Cast Iron, with Radiator cast in one piece.
Also made with large feed door, 14x15 inches

Write for our illustrated descriptive matter—learn our prices and you will WANT the AGENCY.

# WALTER S. RAIT & CO.

**Inventors, Designers and Manufacturers**

**211-213 Lake Street Chicago, Illinois**

# Boynton Warm Air Furnaces, Hot Water Heaters, Steam Boilers

are the result of 56 years practical experience.

For more than half a century the **BOYNTON** line has been the standard.

We make Furnaces of cast iron, or steel, or combination of both—portable or brick set—for hard coal, soft coal, wood lignite, or any fuel, and are adapted for any climate.

**Our Steam and Hot Water Heaters Always Lead.**

Write for our complete Catalogs.

**THE BOYNTON FURNACE COMPANY,**

**147-149 Lake Street, CHICAGO**
**207-209 Water St., NEW YORK**

# Monarch Air Blast

All the advantages of our famous MONARCH plus the air blast. This is a sectional upper fire pot constructed so that oxygen is fed into and above the fuel burning the gases, assuring economy, cleanliness. It is the most practical soft coal furnace offered the trade.

## Forest City Foundry & Mfg. Co.

**CLEVELAND, OHIO**

**Mfrs. The Imperial, Niagara and Combination Furnaces, Registers, Mail Boxes, Hitching and Sash Weights, Etc. Write for our new Catalog.**

# STEEL CASING RINGS

**Are Made to Conform to Individual Requirements in Every Respect**

***Never Break——————Circles Perfect***

**With Lugs—For Double Casings**
**Without Lugs—For Single Casings**
**Full Circles—For Ordinary Use**
**Partial Circles—For Full Cast Fronts**

**Always to Exact Circumference From Your Own Dimensions**
**Write Now**

***Ready to Use——————Increase Profits***

**THE WALWORTH RUN FOUNDRY CO., 27th St., S. W., Cleveland, O.**

**Makers of Fine Grey Iron Castings** **Mfrs. of Semi-Steel Registers**

**Shaded Sectional Cut**

**of the**

# "Low Down" Crown Warm Air Furnace

**Designed to show the direction taken by the gases and warm air. Also the thickness and staunchness of its parts.**

**March-Brownback Stove Co.**

**POTTSTOWN, PA.**

# EVOLUTION OF THE Perfect Furnace

The new and better way of home heating, plainly told and finely illustrated in the new Quaker Catalog No. 20.
It's yours for the asking.

**We manufacture Complete Heating Plants Warm Air and Hot Water**

Offices and Exhibit Rooms: 40 Dearborn Street, Chicago, Ill.
Factory: Chicago Heights

**QUAKER MFG. COMPANY**

THE

# "BIG FOUR ROUTE"

passes through an interesting Country every mile of the way

**CHICAGO TO**
**INDIANAPOLIS**
**CINCINNATI**
**LOUISVILLE**
and all points
**SOUTH**
**AND**
**SOUTHEAST**

Buffet Parlor Cars or Dining Cars on day trains, and Pullman's finest Compartment and Standard Sleepers on night trains. All trains run solid, Chicago to Cincinnati. The only line from Chicago connecting in the Central Union Depot, Cincinnati, with C. & O., Q. & C., L. & N. and B. & O. S. W. Rys. For reservations, etc., call on or address

**I. P. SPINING, G. N. A.**
238 Clark Street - - - CHICAGO

## THIRTEEN YEARS' EXPERIENCE IN MAKING AND INSTALLING

# STEEL FURNACES

Puts us in position to offer the very best furnace that skill and money can produce.

**NOT AN EXPERIMENT**

but a successful Furnace, made of

**Locomotive Fire Box Steel.**

We are selling a Steel Furnace with a 30" fire pot for the same price that others are asking for a Furnace 22" in diameter.

SEND FOR NEW ILLUSTRATED CATALOGUE

**THE STANTON HEATER CO.,**
MARTINS FERRY, OHIO.

# DO YOU TALK QUALITY

when trying to sell a heating apparatus, or do you strive to get your figure below that of your competitor in order to secure the contract?

IT IS EASIER to sell a high grade furnace or boiler like the MUELLER, in competition with inferior goods, at a higher price, than to sell a heater of the same quality as that figured by your competitor, at the same price, or even less.

**40,000 Mueller Heaters in use.**

Let us send you our catalog.

**L. J. Mueller Furnace Co.**
ESTABLISHED 1857
191 Reed Street :: :: MILWAUKEE

# RIGHT NOW IS THE TIME

TO LAY IN A STOCK OF

## Clark Carriage Heaters

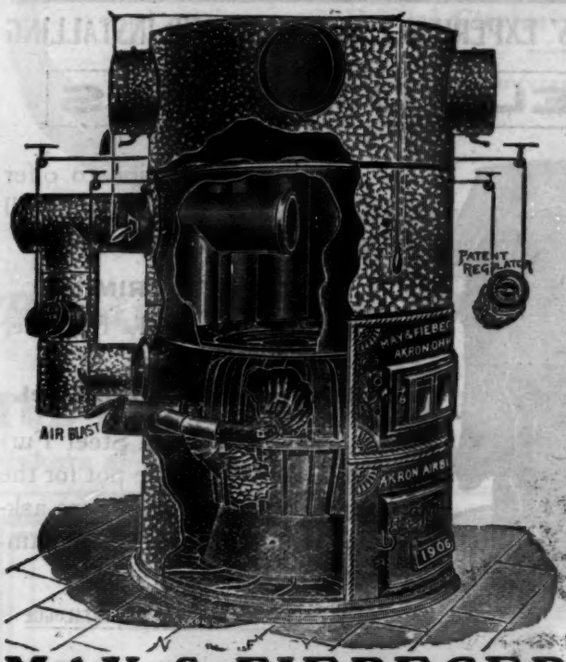
There is no reason why you cannot handle Clark Carriage Heaters and Clark Coal with good profit. Many others do it. No cold weather drive can be taken in comfort without one of these heaters and they are now made so well and are so low in price that every farmer and all others who ride in winter can afford one.

They are more sensible and cheaper than discomfort and doctor bills.

These heaters burn Clark prepared Coal at a cost of **one cent** for an **eight hour drive.** It burns without **smoke,** or **flame,** or **odor.**

**Add to the profits of your business for the next four months with these heaters. Ask your jobber for them. Write for copy of our new catalog, "If You Ride in Winter."**

**THE CHICAGO FLEXIBLE SHAFT CO., 247 Ontario Street, Chicago, Ill.**




# THE NEW Akron Air Blast

is the most up-to-date furnace on the market. More XXth Century talking points than the best. New front—enlarged feed door—new patented grate. But it remains as it always was

## The Greatest Fuel Saver And the Best Seller

Write for our literature.

**MAY & FIEBEGER, - Akron, Ohio**

THERE IS NO BETTER WAY

BETWEEN

**CHICAGO INDIANAPOLIS AND CINCINNATI**

THAN THE

**MONON ROUTE**

CHICAGO INDIANAPOLIS & LOUISVILLE RAILWAY

**4 TRAINS A DAY 4**

Standard and Compartment Sleepers on Night Trains, Parlor and Dining Cars on Day Trains.

CHAS. H. ROCKWELL, Traffic Manager — FRANK J. REED, Gen. Pass. Agt.

CHICAGO

# OAK RUBY

WITH SHEET STEEL OR CAST IRON BODY

**For Hard Coal, Soft Coal, Coke or Wood**

**CONSTITUENT FEATURES**

Heavy Inside Fire Pot, Combination Duplex and Shaking Grate, Hot Blast Ring, Large Magazine, Large Bailed Ash Pan.

**NICKEL TRIMMINGS**

Nickel Ring, Nickel Swing Top, Nickel Door Panel, Nickel Foot Rail, Nickel Screw Drafts, Nickel Hinge Pins.

**MADE IN THREE SIZES**

No. 2-18, 2-16, and 2-14. With or without Inside Fire Pot or Magazine.

**Prices Quoted Upon Application**

Manufactured by

**SOUTH ERIE IRON WORKS, Erie, Pa.**

We aim to sell the best people. Are we after you?

"Who are the 'best people' anyway?" asks Mumbo Jumbo; here's our answer; not really-truly our own you know, but it had a dem good effect on Mumbo 'cause he's one of them smart fellers (sometimes called *experts*) who think *it's the price that sells!*

*The Best People are those who are themselves genuine and who are able to sense and to appreciate the quality of genuineness in other people and in things. They are distinguished in the main by reason of a sense of values--through having achieved perspective. They do not judge other people by appearances, nor merchandise by its price. They are the open-minded, broad-gauged, sane and simple folk whom adversity does not crush nor fortune make over-proud. They are the elect of earth through the gift of discrimination.*

Made only by our folks—The Faultless Mfg. Co., St. Charles, Ills., for the best people. May we serve *you?* Write for prices at least.

Continuous fire (on a cold day) for twenty-three hours on twenty-eight pounds of Illinois Soft Coal.

When Stove Dealers pray for better trade conditions they often buy an Aerflame and do a little Advertising on their own hook.

**GUS WINTERBERG,**
**Sandwich, Ill., writes:**

"Please stop my advertisement for tinner, or furnish me with a bookkeeper, as I cannot attend to all the mail that I receive."

# LION FURNACE

## Can Use Hard or Soft Coal

Giving the greatest heat with the least fuel. Pot interchangeable with our Apex furnace. Durable, simple in construction and a fine seller.

Write to-day for Catalogue.

**ROOD & INTYRE,**
**Kansas City, Mo.**
**Southwestern Distributors.**

## Youngstown Furnace & Supply Company

**YOUNGSTOWN, OHIO**

# MONCRIEF

## Warm Air Furnaces

**Combine SIMPLICITY, DURABILITY, ECONOMY and CLEANLINESS IN USE**

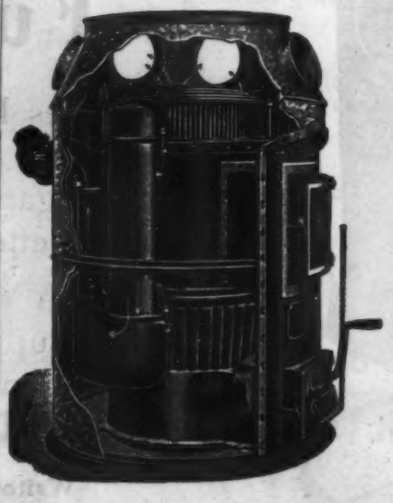
**SPECIALTIES**
- All Cast Iron
- Moncrief Duplex Grate
- Large Radiating Surface
- Top Return Flue
- Double Fire Pot
- Large Grate Surface

## HENRY & SCHEIBLE CO.

**6-8-10 Long Street, CLEVELAND, O.**

**Sales Agent—J. C. KIMMEL, 5314 East 15th Street, Kansas City, Missouri**

# Floral City Furnaces



were designed to meet the demand for a heater that would burn hard coal, soft coal and wood equally well. Some important changes have recently been made and it will be to your advantage to secure our latest catalog.

**Tireless care, skilled workmanship and perfect castings unite in making these furnaces reliable.**

# Monroe Foundry & Furnace Co.

**MONROE, - MICHIGAN.**

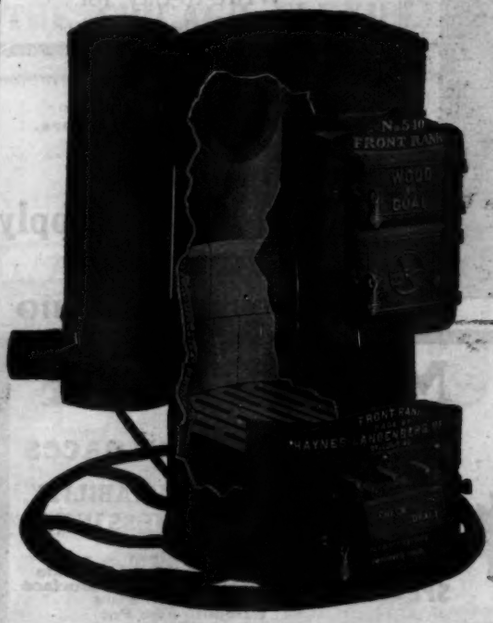
## "ACME GAS STOVES & RANGES"

Have been known to the trade and to thousands of consumers for a third of a century. Their reputation for being the "BEST" is the result of years of patient study and painstaking care on the part of the manufacturers. **Send for our No. 44 Catalog.**

**H. ADLER CO., Carnegie, Pa.,** MANUFACTURERS OF GAS APPLIANCES

Western Office and Warehouse, 1225 W. 10th Street, Kansas City, Mo.

# FRONT RANK STEEL FURNACES



**are the peer of all Steel Heaters**

**NO DEALER SHOULD BE WITHOUT THEM**

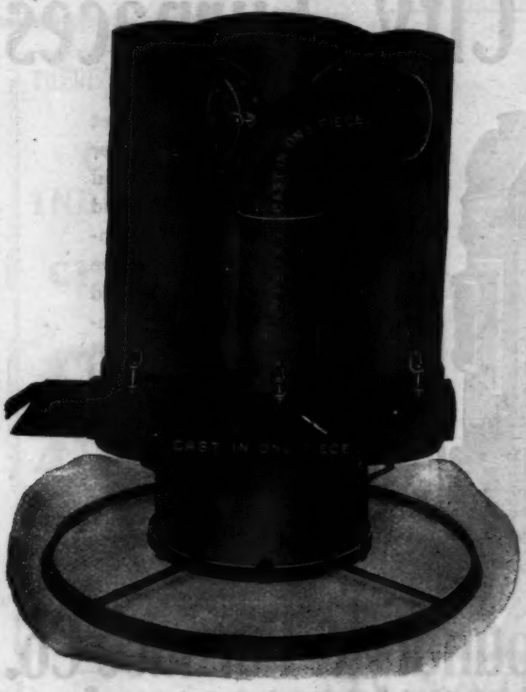
**Front Rank Furnaces** have been on the market for nearly twenty years, and at present, are being sold in every State in the Union where furnaces are used. **We guarantee them** to burn hard or soft coal, wood or coke, besides which **Any Hot-Water** combination can be used in the **Front Rank**

**Write for Our 1906 Catalogue.**

Handsomely illustrated—containing pertinent and pithy furnace facts.

## HAYNES-LANGENBERG MFG. CO.

ST. LOUIS, MO.



# The American Furnace

Combines DURABILITY, EFFICIENCY and ECONOMY—while as regards LARGE SALES there is no better furnace on the market

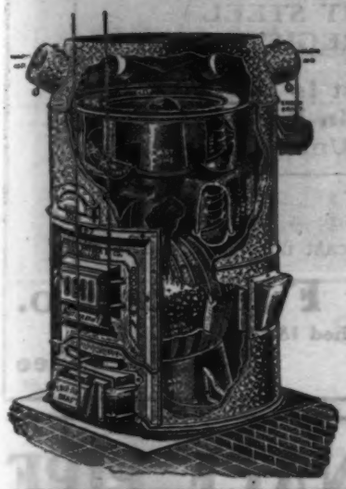
THE AMERICAN FURNACE supplies, correspondingly, considerably more heat with a given amount of fuel than any other furnace.

**Write for Particulars**

## American Furnace Co.,

ST. LOUIS, MO.

# BOOMER FURNACES



## Quickly Establish a Local Reputation

It is always a little hard to introduce an old Furnace in New Territory.

But the first BOOMER Furnace you sell will pave the way for an unlimited profitable furnace business.

It is likewise better to take an old, time-tried furnace like the BOOMER, and sell it in new territory, than to continue selling, or endeavoring to sell, a Furnace that does not "stand up" the way you would like to have it.

The BOOMER Furnace is one of those always-reliable, sure-to-give-satisfaction commodities that is a genuine pleasure to sell.

The BOOMER Agency, remember, has attractive inducements.

We'll gladly send you our Furnace catalogue upon request.

**The HESS-SNYDER COMPANY**

**Manufacturers — MASSILLON, OHIO**

# OUR LITTLE GIANT for Combination Heating

is known to furnace men and plumbers in every State, and is more widely used than any other combination heater made. Along with our Circular Giant and Maltese Heater, it has won its way to the top. Don't try something new, but send for our Catalog.

**CHARLES SMITH COMPANY, 101 Lake St., CHICAGO**

# THE GILT EDGE RADIUM

has been studied out with a view to **practicability** and **comfort** in every detail.

The air entering at the front in the **Gilt Edge Radium** is controlled so as to give greatest **Uniformity of Heat in the Fire-Pot.**

Greater efficiency cannot be found in any other "Horse-Shoe" Furnace.

See Our Catalogue

**R. J. Schwab & Sons Co.**

**THE FURNACE MEN**

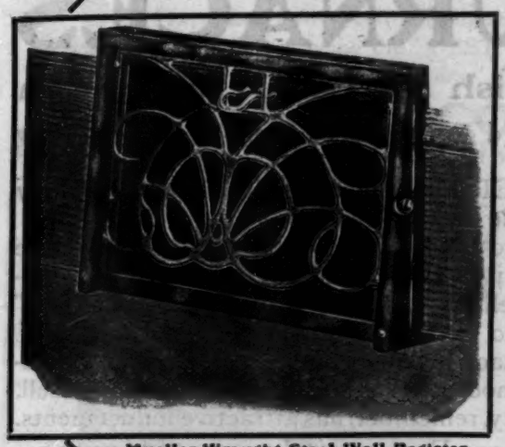
**MILWAUKEE, WISCONSIN**

**PETERS & HARVEY**

**MANTENO, ILL.**

Write:

"You may discontinue our help wanted advertisement. We have received several replies and have engaged one of the applicants."



Mueller Wrought Steel Wall Register

# MUELLER

**WROUGHT STEEL WALL REGISTER**

**Handsomest In Design**
**Lightest In Weight**
**Absolutely Unbreakable**

We also manufacture a complete line of semi-steel and cast floor registers.

## L. J. Mueller Furnace Co.

Established 1857

191 Reed Street Milwaukee

# CHAMPION

**Hot Water Combination Boilers**

"They Fit Any Furnace"

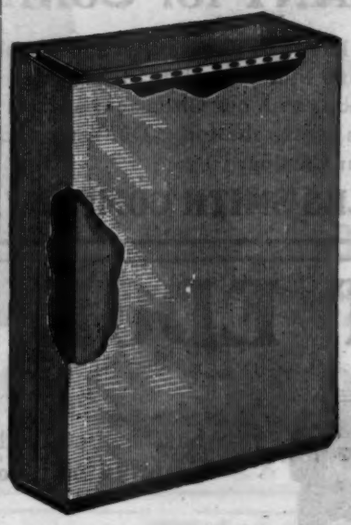
RING SECTION.

(*Furnished tapped for return, as shown in cut, or tapped top and bottom if so ordered.*)

The **Champion** is made with base section and rings, and is thus adjustable, according to the amount of radiation to be used and the height of the furnace dome. The **sections** are connected with heavy threaded nipples, making all joints **absolutely tight.** The **Champion** does the work, no matter what kind of fuel is used. Each boiler is tested to 100 pounds hydraulic capacity before leaving factory and is **guaranteed** not to leak. Made in five sizes diameter. Write for price list.

**FRANK D. STOLZ**
Manufacturer
156 Webster Ave. CHICAGO

# GREEN FURNACE PIPE



Our Double and Single Furnace Pipe and Fittings are easily and quickly put together because they are perfectly made by skilled mechanics. We would suggest that you find out the freight rate on this class of goods from Des Moines to your station and compare it with that from any competing point. We have an immense stock and can always ship your orders promptly. We shall be glad to receive your request for our catalogue and discounts.

## Green Foundry & Furnace Works

DES MOINES, IOWA

# INDUSTRIES ARE OFFERED LOCATIONS

WITH

Satisfactory Inducements,
Favorable Freight Rates,
Good Labor Conditions,
Healthful Communities,

ON THE LINES OF

THE ILLINOIS CENTRAL R. R.
AND THE
YAZOO & MISSISSIPPI VALLEY R. R.

For full information and descriptive pamphlet address

J. C. CLAIR, Industrial Commissioner,
1 Park Row, CHICAGO.

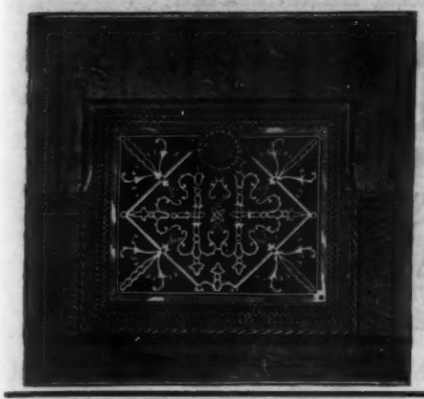
# *The* Special

has the greatest capacity of any Wall Register now offered.

For Sale in Canada by the
GUELPH FOUNDRY CO., Guelph, Ontario

## C. H. FOSTER, 3403 Bell Av., St. Louis, Mo.

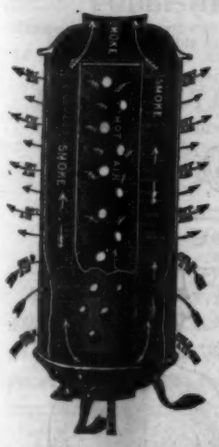

THE AMERICAN ARTISAN.
Gentlemen: Please discontinue my ad. I have sold the stock and die. The first issue did the business. Yours truly, E. J. KETCHUM, West Duluth, Minn.



# THE SCHWAB SIDE WALL REGISTER

THE SCHWAB SIDE WALL REGISTER AND REGISTER BOX, NEATEST IN DESIGN, NOISELESS IN OPERATION, SUBSTANTIAL IN CONSTRUCTION, A FACTOR IN MODERN METHODS OF HEATING RESIDENCES FULLY ILLUSTRATED IN OUR REGISTER CATALOGUE. SENT FREE ON APPLICATION.

**R. J. SCHWAB & SONS CO.,** The Furnace Men **Milwaukee, Wis.**



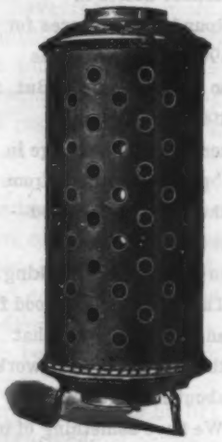
## Save ½ Your Fuel

BY USING THE

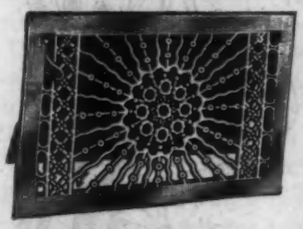
# ROCHESTER RADIATOR

Satisfaction guaranteed or money refunded.
Over 100,000 of them in use.
Fits any stove or furnace.
Price from $2.00 to $12.00.
We make the original and genuine "ROCHESTER RADIATOR."
We do not sell to catalogue houses.
For Hard or Soft Coal, Wood or Gas.
We refer all inquiries, to you from your town, when you carry a stock of our Radiators.
We guarantee our radiators not to interfere with or choke the draught, they are easily cleaned.
One square inch of radiating surface directly over the hot current is better than six in a drum, or side heater, with perpendicular tubes.
Write for descriptive catalogue and prices.

**ROCHESTER RADIATOR CO., 120 Furnace St., Rochester, N. Y.**



# SOMETHING NEW



Horizontal Flamboyant Design. To Be Placed Horizontally

## T. & B. WAFER SIDE WALL REGISTER

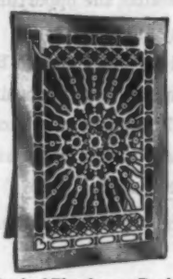
"AS THIN AS A WAFER"—1 inch deep only when closed.

| Size of opening |
|---|
| 7 x 10 |
| 7 x 12 |
| 8 x 13 |
| 10 x 13 |
| 12 x 14 |

FOR SHALLOW FLUES AND THIN PARTITIONS

A large stock carried on hand in Black Japanned and Oxydized Copper Plated Finishes.

| Size of opening |
|---|
| 8 x 10 |
| 8 x 12 |
| 9 x 12 |
| 10 x 12 |
| 10 x 14 |



Vertical Flamboyant Design To Be Placed Vertically

**TUTTLE & BAILEY MFG. CO.,** NEW YORK BOSTON CHICAGO

**"Buck Up"** is a Slang Term but it means a lot. If you should touch a red-hot iron to an English Butler's Bald Head, he would **"Buck Up"**. If a dealer should employ legitimate but ingenious methods in dealing with catalog-house competition, he would **"Buck Up."** If he should advertise in a well known trade-journal, he would be "Casting His Bread Upon The Waters" —It Would Come Back—He Would **"Buck Up"**

# ROUND OAK

## STANDARD OF AMERICA

We could hardly expect to interest a furnace dealer in Round Oak furnaces for 1906. The season is so nearly closed. But, for 1907, to those who contemplate a change in "policy" perhaps from the cheap to the good—it is not too early to commence "thinking." The demand for a good furnace and furnace work that there is no "guess work" about is increasing. We have something of interest to say on the subject and solicit the opportunity to say it. Send for our Furnace Book. Get our agency proposition. It will bring you a successful furnace business—it has others—and not with "price" only as the argument, either.

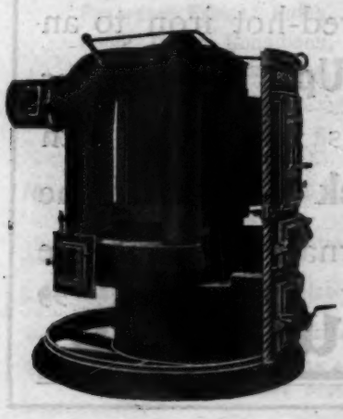
ESTATE OF

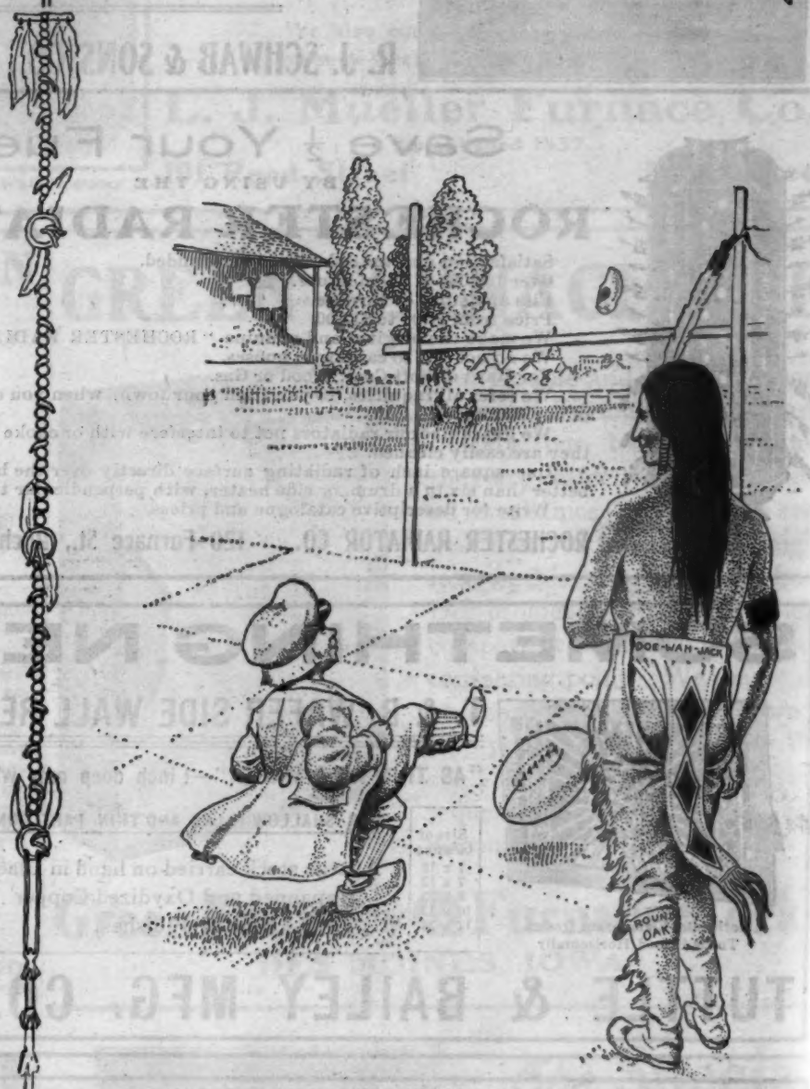
**P.D.BECKWITH,**

FRED E. LEE, Manager,

**Dowagiac, Mich.**

MAKERS OF GOOD GOODS ONLY.






*"Good kick, Fritz! but I suppose it might be ruled out being kicked from 'off' side."*

*"Doe-wah-jack, I am told to kick the goal und mein legs they are not long enough to reach."*

ESTABLISHED 1880.

THE AMERICAN ARTISAN & HARDWARE RECORD

Representative of the Stove, Tin, Hardware, Heating and Ventilating Interests.

PUBLISHED EVERY SATURDAY.

TERMS OF SUBSCRIPTION IN THE UNITED STATES, THEIR POSSESSIONS AND CANADA, (Invariably in advance): ONE YEAR, POSTAGE PAID, $2.00. IN FOREIGN COUNTRIES EXCEPT CANADA, ONE YEAR, POSTAGE PAID, $4.00.

Address all Letters, communications, and remittances to

DANIEL STERN, PUBLISHER AND PROPRIETOR,

69 DEARBORN STREET, CHICAGO, ILL.

Entered at the Chicago Post Office as Second Class Matter.

THIS PAPER IS A MEMBER OF THE CHICAGO TRADE PRESS ASSOCIATION.

CHICAGO, NOVEMBER 10, 1906.

**Notice is hereby given that Walter F. Wollensak, *alias* W. F. WALLACE, is no longer in the employ of The American Artisan, and is not authorized to receive or receipt for any money for this journal.**

THE PUBLISHER IS PLEASED TO ANNOUNCE THAT THE AMERICAN ARTISAN WILL BE SENT FREE OF CHARGE FOR THE REMAINDER OF 1906 TO NEW SUBSCRIBERS FOR THE YEAR 1907. YEARLY SUBSCRIPTIONS SENT NOW WILL BE CREDITED TO THE END OF 1907.

THE population of the United States, November 1, was estimated by the Treasury Department at 85,131,000. The total money in circulation on that date was $2,866,882,786, or a circulation per capita of $33.68.

RAILROAD construction is never at a standstill in the United States, the mileage being constantly increased to keep pace with the growth of population and productiveness. Betterments are also constantly being made and at the present time the railroads are contracting heavily for bridge work and rails, which aids in reducing the visible supply of pig-iron.

AN AMERICAN idea which has been used to advantage by our business competitors, Germany and Japan, is that of equipping ships with products for sale abroad and sending the vessels to the ports where trade might be developed. In that way, according to a consular report, Japan got its first order from the Argentine Republic, with which it now has considerable trade.

IF ANY proof were needed that Japan has taken her place among the commercial nations, it is to be found in the fact that she is to hold a World's Fair in 1910. Japanese officials have promised the people of Seattle to make a liberal display of arts and manufactures at the Alaska-Yukon-Pacific exposition in 1909, and pertinently say that they will expect the state of Washington and other states of the Union to be equally liberal in their participation in the Japanese World's Fair.

**Increased Cost and Higher Prices.**

Talk of higher prices for manufactured goods is heard all along the line. In the face of increased and increasing cost of raw material and of labor, manufacturers are compelled to consider an advance in prices for their products.

A leading trade journal asked its readers a few days ago, "What is the use of doing a big business if increased cost has wiped out the margin of profit?"

This question is certainly pertinent and timely in the case of the makers of stoves and kindred goods. There is no doubt that the rising cost of material and the unceasing demands of labor have reduced profits at present prices almost to the vanishing point. Many manufacturers are preparing the minds of their customers for a rise in prices by circular letters pointing out that the forces of General Prosperity are taxing the capacity of both retailers and manufacturers to the utmost; that raw materials are high in cost and seemingly going higher; that standard goods are now being sold at a very close margin of profit, and that it is only reasonable to believe that general recognition of these facts will prevail and enable makers and dealers alike to "maintain an undiminished profit under these conditions"—which, being interpreted, means that prices must be advanced.

In the east and south, the movement towards higher stove prices has already been inaugurated. The manufacturers of Pennsylvania, Maryland, Delaware and the southern territory have notified their trade of price changes, and New England is following suit. It remains to be seen whether the stove manufacturers of the west and central west will go and do likewise.

As we have had occasion to remark heretofore, if the laborer is worthy of his hire, surely the manufacturer and the dealer are worthy of their profits. Business cannot long be carried on without a fair margin over cost, and the alternative to a general rise in prices is too serious to contemplate.

**Business Men Elected.**

ONE very gratifying result of the elections held during the current week was the widespread appreciation of business men's candidacy for office. A notable example was furnished in the state of Connecticut, where an active and popular business man was elected governor, in the person of Col. Rollin S. Woodruff of the firm of C. S. Mersick & Co., New Haven. Another example is found in the election of Mr. Frank P. Glazier, president of the Glazier Stove Company, as state treasurer of Michigan, an office in which a good business man is especially qualified to shine, though stove men and hardware men as a rule are well equipped to adorn any public position. In the good old Bay State, Mr. Lovell Johnson of the Iver-Johnson Arms & Cycle Co., Fitchburg, becomes the youngest member of the state senate, and in Connecticut Mr. Will Lyon of the Charles Parker Co., Meriden, has been sent to the house of representatives to support the business administration of Gov-

ernor Woodruff. In Illinois Mr. Frank Baker of the Kewanee (Ill.) Boiler Company was elected to the state senate without opposition.

The choice of such business men as these for important and representative offices is a favorable sign of the times. The road to genuine reform in administrative affairs lies through the election of business men to office. The gentlemen named are all to be congratulated upon their success at the polls, but their respective states and constituencies are also to be congratulated upon the wisdom displayed in their choice.

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**Tin Imports and Prices.**

THE imports of tin in 1905 for consumption in the United States, according to official reports, were 44,188 short tons, valued at $26,316,023, as against 41,472 tons, valued at $22,356,895, in 1904, and 41,567 tons, valued at $22,265,336, in 1903. During 1905 the imports were equivalent to about 43 per cent of the total visible output. The price of tin at the opening of the year was 29.05 cents per pound at New York, and it gradually rose, with slight fluctuations, until about the middle of December, when it went above 36 cents, closing at about 37⅜ cents. Since January 1, 1906, the price has risen greatly, reaching at one time £215 per long ton on the London market and 48½ cents per pound in New York. The price then fell, until in June, 1906, it was between 38 and 40 cents per pound.

"There has been good reason for tin to rise in price," says an authority on the mineral resources of the United States, "for although the production of 1905 was about the same as that of 1904, the consumption increased considerably, and stocks diminished materially. Nevertheless, the higher prices are probably due largely to speculation.

"The high price of tin during recent years has greatly stimulated prospecting for new deposits, but so far the only notable discoveries reported are one in the Transvaal and one in Nigeria, neither of which has yet been proved to be capable of yielding large quantities of the metal."

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**Trade with South America.**

Now that the secretary of state has returned to Washington from his South American tour, it remains to be seen whether or not his diplomatic undertaking will result in any improvement of our trade relations with the countries he visited, which after all may be regarded as having been the ulterior object of his tour.

It is more than probable that the South American peoples have now, as a result of this official visit to them, a better understanding of our national position as their big and lusty neighbor on the north—neighbor, that is, in the sense that the prairie farmers used to have neighbors, three or four miles away. The keynote of all the secretary of state's addresses in South America was the same, namely, perfect amity and good intentions on our part, coupled with a desire for closer relations. Speaking for all the American people, manufacturers and producers, he said:

"We neither claim nor desire any rights or privileges or powers that we do not freely concede to every American republic. We wish to increase our prosperity, to expand our trade, to grow in wealth, in wisdom and in spirit, but our conception of the true way to accomplish this, is not to pull down others and profit by their ruin, but to help all friends to a common prosperity and a common growth, that we may all become greater and stronger together."

These diplomatic remarks have the right ring, and should tend to improve our opportunities for trade with the South American republics.

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**Foreign Trade in Iron and Steel.**

EXPORTS of iron and steel manufactures from the United States for the nine months ending with September show an increase of about 25 per cent, and imports of iron and steel manufactures show also an increase of practically 25 per cent in the same period, when compared with the corresponding months of the preceding year. Exports of all domestic products increased meantime but about 13 per cent and the total imports but about 9 per cent.

Nearly all forms of iron and steel show an increase in importations, the principal exception to this being tin plate, which shows a fall from $3,381,150 in the nine months ending with September, 1905, to $2,526,632 in the corresponding months of 1906. On the other hand, exports of tin plate show a marked increase, being 23,794,151 pounds (weight) in 1906, against 14,562,152 pounds in the corresponding period of 1905. Importations of pig tin show an increase in 1906.

The growth in exportations of iron and steel, a growth which has been one of the most marked characteristics of the export trade during the last decade, is larger in the nine months ending with September, 1906, than in any corresponding period in the history of our export trade. The gain in the nine months ending with September, 1906, over the corresponding period of the preceding year is over 24 million dollars, while the largest gain in any like period in earlier years is that of 1900, which showed an increase of about 21 millions.

Nearly all of the great articles or groups of articles share in the increase in exports of iron and steel manufactures. Steel rails increased from 5 1-3 million dollars in the nine months ending with September, 1905, to over 6½ millions in the same months of 1906; structural iron and steel, from 2¾ millions to 4½ millions; wire, from less than 5 millions to 6 1-3 millions; builders' hardware, from a little over 9 millions to more than 10 millions; electrical machinery, from 5½ millions to 6¼ millions; metal-working machinery, from 4 millions to practically 5½ millions; sewing machines, from 4½ millions to 5¾ millions; while printing presses, pumps and pumping machinery, locomotive engines, typewriters, shoe machinery, and cash registers show in each case an increase, making the total exports of machinery of iron and steel practically 60 million dollars in value in the nine months ending with September, 1906, against a trifle over 50 millions in the corresponding months of 1905.

With our exports increasing at their present rapid rate it will not be long before the United States leads the world as an exporting nation. At present we are a good second to the United Kingdom.

## RANDOM NOTES AND SKETCHES.

BY SIDNEY ARNOLD.

ALL over this broad land of ours it has grown to be a custom to place printed sentiments and mottos where they will catch the eye—either one's own eye or that of some other whom we seek to influence. Most of these signs are words of encouragement in well-doing or contain kernels of good advice for ourselves and the other fellow—especially the other fellow. Some of them contain timeworn and trite sentiments; others are strikingly new and original. All wear a certain modern air of development from the father of them all, "God Bless our Home."

Over his desk many a business man hangs the motto "Do It Now," and often he is tempted to remove it to a prominent position over the uneasy perch of the office boy. The sentiments of Robert Louis Stevenson find concrete favor with others and choice remarks by many an ancient and modern sage, served up with suitable typography, find ready sale in the bookstores for use as desk signs. Words of warning and good advice meet the eye in nearly every business office and undoubtedly have some beneficial psychic effect upon the morals of those who read them.

* * *

Developing the idea of the printed motto, the Pritchard-Strong Company of Rochester, N. Y., have applied it in their factories with good effect. They have adopted a series of what they call "Memory Maxims," and these have been separately printed in strong Gothic type without display upon white cards 22 by 28 inches in size, with a half-inch border of red, and are hung about the walls of the Pritchard-Strong plant so as to meet the eye of every worker.

There are "maxims" in the series to suit all cases, and each having its own distinctive number they are readily referred to. Thus if on a Monday morning a man or a boy should show the effect of too much Sunday baseball or too much Saturday night highball, he will be gently but firmly requested to read, mark and inwardly digest Memory Maxim No. 7, which says, in accusing Gothic, "Blue Monday spoils your week as well as ours."

* * *

Many visitors to the "Prisco" works have commented favorably upon the "Memory Maxims" and have expressed a desire to secure a copy of them. They possess considerable intrinsic value and being of very general interest are produced below *pro bono publico*:

"PRISCO" MEMORY MAXIMS.

No. 1.—"If you want to be successful, attend to business—don't shirk."

No. 2.—"It's the man who's up and doing that comes out on top."

No. 3.—"Don't be satisfied with the old way of doing your work. Do it cleaner and better. It will be worth more all 'round."

No. 4.—"Quality first, speed afterwards. Don't hurry till you're sure you're right, then 'Johnny on the spot.'"

No. 5.—"Remember that we must work together in order to get the best results. Boost where you can; don't knock."

No. 6.—"Never mind the other fellow's job. Your own is sufficient for you, and your firm will notice your improvement."

No. 7.—"Blue Monday spoils your week as well as ours. Let's have every day better than the one that has gone before."

No. 8.—"We won't forget you if you're pushing for front rank honors, and don't forget us."

No. 9.—"Help us all you can and we are bound to help back."

No. 10.—"You must push hard and steadily to succeed in anything."

No. 11.—"Lack of interest means lack of success—both for you and us. Competition will then kill us."

No. 12.—"Wasted time is wasted money, yours and ours."

No. 13.—"Only a fool is easy—the soldier hard and stern. The latter wins the battles and is remembered—the former soon drops out of sight."

No. 14.—"Be a good engineer. Try to make time. At the same time remember that quality counts."

No. 15.—"There is plenty of dignity and respect and responsibility in every job. Your job is what you make it."

No. 16.—"Let's be a happy family together, not merely employers and employes—but all workers for the best that is in us. It's the only way we can get ahead of competition and makes us all feel better. The world knows us by our work."

No. 17.—"Let's make the best goods in America. Reputation, after all, is the only thing that endures."

No. 18.—"Never mind pay-day. We will attend to that for you."

No. 19.—"Industry always beats idleness. There is no goal it cannot reach."

No. 20.—"We can make good only by your help."

No. 21.—"You want the best salary you can earn. We want your best efforts so we can pay it."

No. 22.—"Keep your character as well as your body strong. Strong characters are always in demand at a good price."

No. 23.—"It is a fine art to do uniformly good work. We want only the best."

No. 24.—"Anybody can put out poor work, and poor work is the general rule. Let us be the one grand exception in the lantern business—'Ours is the best ever.'"

No. 25.—"Kind thoughts, kind words, kind acts, and a shoulder to the wheel all together, will bring the best success for all of us—the race is won."

No. 26.—"Let's start and stop at full speed. Lost time is lost money for somebody—that's all of us."

* * *

The object of the Pritchard-Strong Company in placing these "Memory Maxims" here and there on the walls of their factory was to improve the general character of their output as well as that of their employes. So far, they state, the maxims have done their work well, many of the men having expressed themselves as much pleased with them. More than a hint of the pleasant nature of the relations between employers and employed in the "Prisco" factory can be obtained from perusal of the "Memory Maxims" that adorn its walls.

# News Siftings

Roop & Johnson of Kansas City, Mo., have secured the heating contracts for the new library building and the Humboldt school in that city. Oil systems are to be installed.

John Mellott of Sheridan, Pa., has patented an improved heater, designed to use gas, gasoline or kerosene, and said to be especially adapted for heating large rooms.

Considerable damage was done at the plant of the Syracuse Stove Works, 101 North Geddes street, Syracuse, N. Y., October 31, by the mysterious explosion of a register oven in the japanning house.

The qualities of Dockash stoves are set forth in catalogue No. 41, which is a pretentious publication issued by the manufacturers, the Scranton Stove Works, with office and foundries at Scranton, Pa.

The Conway Stove Co. of Toledo is expected to erect a factory at Bellevue, Ohio, on a site to be donated for the purpose. President John Conway of the company has been looking over the ground in Bellevue.

The Keeley Stove Works at Columbia, Pa., is being enlarged by the addition of a five-story brick annex, now almost ready for occupancy, and a temporary frame building, 150 feet long, to be later replaced by brick.

The California Stove & Mfg. Co. has been organized at Los Angeles, Cal., with a capital of $25,000, to manufacture cook and heating stoves, fireplace grates, and stove repairs. S. A. Donaldson is president of the new company.

Arthur O. Bement, of Lansing, Mich., late president of E. Bement's Sons, now in the hands of a receiver, has filed articles of association of the Bement Co., capitalized at $10,000 and will engage in the manufacture of stoves.

Cooking stoves are little used in Scotland, where the cooking is mostly done over an open grate fire. Scottish housewives are not easily converted to the use of a range, but an enterprising stove manufacturer would find in Scotland quite a harvest in time, according to reports from consuls and others who have investigated the matter.

A pictorial postcard that gives a comprehensive view of the immense plant of the Detroit Stove Works is now being used by the company, with the heading, "The largest stove plant in the world," and a bottom line, "Makers of Jewel stoves, ranges and furnaces." The card is "multum in parvo" and carries a Jewel message in an effective way.

The Stove & Range Company of Pittsburgh are making every possible effort to keep up with the demands for their product and report as follows: "We are smashing a shipping record every day now. Records are only good over night with us at present. Every day sees the record go higher and higher. Business is bully, and we are de-lighted."

The steel work on a new foundry room for the Lincoln Stove & Range Company at Fremont, Ohio, has been completed and the opening of the new building is eagerly awaited by the company, which has been hampered in its operations by lack of floor space. The foundry addition is 85x300 feet and is already noted in Fremont as the largest single department occupied by any concern in that city.

Four standard styles of asbestos high-pressure piston rod packing, round or square, with or without wire, are manufactured by the H. W. Johns-Manville Company and can be obtained at their numerous branches all over the country, or through their headquarters, 100 William street, New York. Any engineer having trouble with packing is invited to write to the company, which makes a specialty of helping engineers to overcome such troubles. Samples and prices of the "Kearsarge" asbestos-metallic coil packing will be sent on application.

The Quincy Pattern Company of Quincy, Ill., are prepared to furnish patterns for all kinds of stoves complete, ready for the sand, the work of making patterns being done entirely in their own shop, which they state is "the largest and most complete pattern shop in the Mississippi valley, ranking second in the United States for stove pattern work." They undertake all kinds of original work and confidently claim to have met with much success in designs of an original and practical character, especially in base burners. They will cheerfully furnish sketches and estimates for all kinds of stove patterns.

Smith & Anthony Company, of 48-54 Union street. Boston, Mass., manufacturers of the Hub line of heaters, announce that the great and continued advance in the cost of materials and manufacturing compels them to make a slight advance in the prices of their goods. They therefore withdraw all former prices and quotations and a new price-list showing an average advance of 5 per cent will be mailed to the trade as soon as it can be prepared. Pending this, new prices on any article will gladly be quoted by the Smith & Anthony Company on application. Repair castings will be advanced one cent per pound.

A high-grade flat house range of handsome design is found in the Art Reliance range, manufactured by the March-Brownback Stove Company, of Pottstown, Pa. In this range the company believe they have reached the culmination of perfection in range construction. It can be furnished with cast broiler hood and hot closet and upright boiler; with high bracket shelf, and in other styles; also with a hot air attachment if desired, and has a duplex grate and right or left oven. The range is made in various sizes and full details about its construction and qualities will be furnished by the company on application.

A neat folding celluloid foot-rule is enclosed with the latest advertising card of the Troy Nickel Works, Albany, New York. The make-up of this up-to-date piece of advertising is novel in the extreme. The cover contains the catchy red ink line, "Make it a—" followed by a cut of a six-inch rule. Enclosed is an illustrated sheet, reading, "Always make it a rule to use Alaska Stove Trimmings," and the celluloid rule in a neat wrapper is fastened beneath. Catalogue and price-list can be obtained upon application

from the Troy Nickel Works, at the above mentioned address. Kindly mention THE AMERICAN ARTISAN when writing.

"The Obermayer Bulletin" of information for foundrymen usually contains many good things, and the double number for September and October was no exception to the rule. The special articles in the number are of a valuable character and full of interest for those whose wants in the way of foundry facings and supplies the S. Obermayer Company of Cincinnati, Pittsburg, and Chicago, are so well able to supply. The "Bulletin" referred to contains a capital announcement of the new "Rockwell" riddle, manufactured at the company's Chicago factory. This is claimed to represent a new idea in riddles, and the company state that the "Rockwell" has already shown evidence of having a large sale.

## BLACK SILK STOVE POLISH.

There is an interesting story connected with the manufacture of Black Silk stove polish, which proves the care taken by the makers to maintain its reputation and thereby extend its use. The polish is said to be made by a scientific process developed in the dark. The process requires altogether thirty-seven nights to complete, the chemicals being added from time to time and darkness being necessary in order that the chemical changes required may take place. After all the ingredients and chemicals have been added and the chemical changes have taken place, twelve hours more are needed to complete the process of manufacturing. The result of this lengthy process is that Black Silk stove polish is not a cheap polish, as the makers say, "nor is it expensive to use, as it goes farther, lasts longer, and makes the shine that stays." The manufacturers are the Black Silk Stove Polish Works, at Sterling, Illinois, and the descriptive literature of the company will be sent upon request. When writing kindly mention THE AMERICAN ARTISAN.

## "ROUND OAK" FACTORY GROWS.

The product of the "Round Oak" factories has been so much in demand during the present year that the manufacturers are compelled to increase their capacity and will add another cupola to the two they already have in operation, which will bring their minimum capacity up to one hundred tons of pig iron per day. This demand for "Round Oak" stoves, ranges and furnaces has been so continuous and insistent during 1906 that the manufacturers, the Estate of P. D. Beckwith, state that their shop has run full time at its full capacity every working day this year except on legal holidays, with a large percentage of overtime, and they expect to continue in full blast up to holiday week, during which the shop will be shut down for the annual overhauling.

In this experience of the "Round Oak" works proof can be seen that good stoves, ranges and furnaces are appreciated by the public, and it is more than likely that this demand will increase as consumers become better posted upon the character and quality—or rather, the lack of quality—of the stoves and ranges turned out by catalogue houses. One of the ranges that has caused the continued activity in the Round Oak plant is the Round Oak Chief steel range, which is claimed to be the best proportioned and best mounted range on the market. The makers call it with great confidence "The range of the year." The Beckwith air-tight stove for wood alone has also been in great demand. It has the Round Oak bottom and draught door, the only absolutely air-tight bottom, it is said, that will stay tight and always hold the fire. When writing the Estate of P. D. Beckwith at Dowagiac, Mich., in regard to any of the "Round Oak" goods, of which interesting descriptive literature will be sent upon application, kindly mention THE AMERICAN ARTISAN.

## IWAN BROS.' SPECIALTIES.

A most useful line of hardware specialties is that manufactured by Iwan Bros. of Streator, Illinois. Among their specialties are found articles indispensable to the up-to-date farmer and dealers will do well to look closely into the line. The leader is a patent improved post hole and well auger, which was awarded a medal and diploma at the World's Columbian Exposition. It is used by the United States government in telegraph construction, this auger having proved especially useful to the Signal Service in the Philippines. But this is only one of the many serviceable specialties manufactured by Iwan Brothers, among which are also post hole diggers, tile-drain cleaners, tiling spades, sickle-edge hay knives and wire conductor pipe hangers. All these devices differ widely from the old-fashioned ones used for the same purposes. They are designed to lighten labor and save the time of those who use them. The manufacturers aim to use only good material, to make their goods strong and durable, and to merit the satisfaction of all customers. Most of their specialties are patented, with special improvements.

**Iwan's Volcano Chimney Top.**

Iwans' Volcano revolving and ventilating Chimney Top is claimed to be the best in the world and is said to create a strong upward draught in all kinds of weather, and to cure the poorest drawing chimney. It is an interesting catalogue that tells of the merits of Iwan Bros.' specialties and it will be sent on request to any dealer. The motto of the firm is "It pays to make good tools," and they also point out that it pays operators to use them, and pays dealers to buy and sell the best. When writing in regard to Iwans' specialties, kindly mention THE AMERICAN ARTISAN.

## A MILLER COMBINATION.

The Wm. Miller Range & Furnace Company of Cincinnati, Ohio, is one of the oldest established steel range concerns in America. It has been through the mill in the line of all the advantages and developments in the art of steel range building and is therefore most fully equipped in experience and facilities to pro-

vide for the construction of their superior productions along correct lines at the present time.

A new feature that the company is now offering is in the form of a combination coal and gas range. In this arrangement the coal range in its complete form, and the gas range in its complete form, are so built that they may be sold separately, or by simply uniting the two a very excellent combination takes form.

In use this arrangement provides for the operation of either feature of the combination separately or it may be all used together should occasion require. In formation and ornamentation the combination range is shapely and rich in appearance and as it has the well known "Miller" construction throughout the assurance is given of stability, merit and enduring qualities. Catalogue and other information furnished on application to the address above given. Kindly mention THE AMERICAN ARTISAN.

## THE GLAZIER STOVE CO.'S NEW FACTORY.

The new factory building of the Glazier Stove Company, at Chelsea, Mich., has recently been completed, and the company is now moving into its new quarters. The building is located on a corner site, with a frontage on two streets of 300 feet and width of 60 feet. It is of three stories and basement, the interior floor space amounting to 50,000 square feet, which will very greatly increase the facilities of the company for the manufacture of steel ranges, alcohol, oil, gasoline and cooking stoves, etc.

Several months were spent by the managers of the company in the study of plans for the new building, with a special view to securing the most suitable kind of premises for their purpose, and they pride themselves upon having adopted the most approved ideas in factory design which have been developed in late years. The framework of the building, including all columns, beams, floors, roofing, etc., is of reinforced concrete construction under what is known as the Kahn system. The result is highly satisfactory to the company, who state that the floors carry a load of 800 pounds to the square foot without the slightest indication of deflection.

The exterior of the new factory is of an unusually attractive design. The walls are of dark red pressed brick, the design giving a massive and imposing effect, very different from the appearance of the ordinary manufacturing building. The interior walls are finished with a wainscoting of black paint and the upper walls and ceiling are painted white. Plenty of windows give the utmost possible amount of light. Factory ribbed glass is used and the light is conveniently diffused over the whole of each floor. The building will be heated by hot water from the exhaust steam in the power house, circulated by a power pump. Finely equipped toilet rooms have been provided on the first and second floors, with fixtures that are not only sanitary but elaborate and attractive.

The first floor of the new building is occupied by the steel range department and the machines on this floor and on the second are already in full operation. The oil cook stove and oil heater departments are located on the second floor with the testing room and crating room, and the third floor will be used for storage purposes. A large quantity of new machinery has been installed, and with the increased facilities and exceptionally favorable equipment, the Glazier Stove Company are confident that they will be able in future to manufacture with the greatest possible economy and turn out a grade of goods second in quality to none in the country.

The new factory is claimed to be absolutely fireproof and a complete automatic sprinkler equipment will protect stock and tools from fire loss. Visitors are always welcome at the plant of the Glazier company and a warm invitation is extended to all readers of THE AMERICAN ARTISAN to inspect the new building.

## HEATING STOVES FOR SPAIN.

Heating apparatus for houses, such as oil or gas stoves, can be successfully introduced in Corunna, Spain, according to British investigations. The houses there are almost all built without chimneys and the buildings not being of the first class people suffer considerably during the autumn and winter months from cold. The method hitherto in greatest favor for keeping rooms warm have been the old-fashioned charcoal brazier, but this is falling into disfavor. Many small gas stoves or petroleum lamp stoves are in use, but petroleum is very dear and the small gas stoves are not very satisfactory. A good portable stove consuming not much fuel would probably have considerable success in the long run, although it might require some time to get it into general favor, as the Spaniards are very conservative in their habits. The same remarks would apply also to good kitchen ranges. Those in use at present are either Spanish or French make and are placed on a strong marble or stone slab raised about two and one-half feet from the ground under the open chimney. The ranges themselves are about 1½ feet deep by 3 feet in length, leaving very little space for an oven. These stoves are also proportionately very dear, as the average price for an ordinary sized one is about $30 to $35.

## THE PARCELS POST BILL.

The fear of the parcels post bill has been revived by the approaching session of Congress, and dealers everywhere are renewing their active opposition by appealing to their representatives at Washington to prevent the passage of such a bill. One feature of the situation, which is new, is the movement which has taken shape among the wholesale and manufacturing interests to oppose the parcels post and all kindred measures. The logic of this is plain. The wholesalers and the manufacturers who do not sell their goods to catalogue houses realize now that if the legitimate retailer in the smaller town is wiped out of existence by the catalogue house, it will be a case of Othello without an occupation for them. They now understand that if there is no retailer there will be no traveling man and no wholesaler and manufacturer needed, hence they take up the gage of battle for the retailer, who is their mainstay and their entire dependence.—Eli Grocer.

**THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly. You will find these on pages 40 to 45 inclusive.**

E. F. George has bought the hardware business of Cox & Co., at Quincy, Wash.

R. L. Reese & Co. have bought Lee Johnson & Co.'s hardware store at Sunnyside, Wash.

The Parrish-Erickson Hardware & Furniture Co. of St. Joseph, Mo., has increased its capital stock from $10,000 to $20,000.

Cole Bros. of Ashley, Mich., have purchased the hardware stock of Charles Jordan of Bannister, Mich., and will add it to their own.

The People's Hardware & Furniture Company has been incorporated at Litchfield, Ky., and began business Nov. 1. Capital $10,000.

The Boynton Scale Co. will move its plant from Toledo, Iowa, to Keokuk, Iowa. Citizens of the latter place take $10,000 stock in the company.

Stearns & Taylor have purchased at 61 cents on the dollar the hardware stock of Charles Holland of Holland, Mich., who made an assignment last summer.

The Griffin Co. of Erie, Pa., has a new building in course of erection. With its completion the floor space of the plant will be increased about one-third.

An amended charter has been granted to the Hays-Henderson Saw & Supply Co. of Nashville, Tenn., changing its corporate name to The Eagle Saw Works.

A petition in bankruptcy has been filed at Indianapolis for Milo R. Hoak, hardware merchant of Walkerton, Ind. The liabilities are stated at $3.000, with assets $2,500.

The Union Metal Post Co. has been incorporated to manufacture sheet metal porch columns at Canton, Ohio. Special patented machines will be built to turn out the columns.

The Rockford Hand Vise Co. has been incorporated at Rockford, Ill. with a capital of $5,000. Frank Van Gauwenbergh, J. A. Holmes and H. P. Andrews are the incorporators.

It is expected that the buildings at the plant of the American Axe & Tool Company, at East Douglas, Mass., which were damaged by fire Oct. 17 to the extent of $40,000, will be rebuilt.

The Advance Hardware Manufacturing Co., capital $25,000, has been chartered at St. Louis, Mo. Incorporators: S. B. Crissey, E. F. Crissey, M. L. Crissey, G. W. Henderson and F. G. Udell.

The Kawneen Manufacturing Co. of Kansas City, Mo., manufacturers of patent metal stove fronts, is considering a proposition to remove to Niles, Mich., which offers the company a bonus.

Gen. Prosperity has induced the Conneaut Shovel Co. to undertake important improvements in its plant at Conneaut, Ohio. Up-to-date machinery will be installed, and the building plans now under way will practically double the productive capacity. Until recently the concern was known as the Ronberg Company.

The Smith & Post Company of Milwaukee, manufacturers of tools, have filed articles of incorporation; capital, $100,000; incorporators, Thomas L. Smith, Paul W. Post, and Edgar B. Symons.

The Racine Metal & Stamping Co. has been incorporated at Racine, Wis., by Jerome and Emily Ritter, Albert and Mary Falkenrath, with a capital of $20,000 to manufacture hardware specialties.

Mayer & Co. of Norfolk, Va., have incorporated with a capital stock of $110,000 to do a hardware business. W. M. Whaley is president; E. L. Mayer, vice-president, and C. M. Jenkins, secretary.

Voluntary bankruptcy proceedings are reported begun in behalf of Charles R. Sherill, hardware dealer of Three Oaks, Mich. The liabilities are stated as $6,000, with assets amounting to $3,000, consisting of a stock of goods.

Otto Rixen, a hardware dealer of Cushing, Iowa, traded his stock for a tract of Minnesota land which proved unsatisfactory, and he is now suing in the Iowa courts to get his property back. He charges conspiracy to swindle him.

N. S. Byramji, 43 Todd street, Bombay, India, writes that there is a good field there for American cutlery and hardware, but only those goods stand chances of success that compare favorably in price with German goods.

The Pioneer Hardware Co. of Addington, I. T., is reported to have failed with an indebtedness of $6,000. The stockholders in the company are promoting the new town of Hallen, N. M., and also have business interests in Geary, Okla.

The Combination Lock Co. of Durham, N. C., has been chartered to manufacture and deal in locks, safes and hardware, with an authorized capital of $50,000. The incorporators are: L. W. Grissom, J. W. Tatum, W. A. Fulford and W. C. Lindsey.

The Simonds Manufacturing Co. of Fitchburg, Mass., manufacturers of saws, machine knives and files, is to build another addition to its works, 40x60 feet, three stories high. The building will enlarge the capacity of the circular and band-saw departments.

A new combination washing machine and dishwasher has been invented by Fred Olson, superintendent of Lake View Cemetery, Calumet, Mich., and M. Borchgrevink of Red Jacket, Mich. A patent has been applied for and a model is on exhibition in a Calumet store.

The peddlers' license law of the state of Washington has been declared unconstitutional by Judge R. S. Steiner, of Ferry county, in a case involving an Iowa buggy house and a Missouri steel range house, two concerns that have competed with the dealers of eastern Washington.

The Prowell Hardware Co., of Birmingham, Ala., recently suffered a serious loss by fire, its store being completely destroyed, with damage estimated at $200,000. The company had a separate warehouse, however, with plenty of goods on hand, and has resumed business in temporary quarters. Insurance to the

amount of nearly $150,000 was carried on the burned building and stock.

The Curtin & Clark Hardware Company of St. Joseph, Mo., will sue the bondsmen of W. W. Sprowl, a building contractor, who left St. Joe without paying for material used in the erection of the new Hax-Smith building. The bondsmen are said to be responsible lumber concerns.

Two men who burglarized the Kennewick Hardware Co.'s store at Kennewick, Wash., were located November 1 by officers. One robber was killed and the other was later arrested. The outlaws killed the city marshal of Kennewick, fatally wounded one of his posse and seriously wounded the sheriff.

The Waverly Woodenware Works, manufacturers of washing machines, will erect a three-story building 50x150 feet of brick and concrete, at St. Joseph, Mo., and equip it for a daily capacity of 250 machines. Charles Pasche is president; F. J. Moss, vice-president, and C. L. Faust, secretary and general manager.

Manufacturers of plated silverware have announced new prices on knives, forks and spoons. The International Silver Company has put up its prices, it is understood, from 5 to 10 per cent on all plated ware, and all the large companies making either sterling or plated flatware have announced advances since November 1.

The stockholders of the Morris Hardware Company of Youngstown, Ohio, are acting upon a proposition to buy up their stock at $110 per share, the offer having been made by capitalists whose names were not announced, through President Frank Hitchcock. The company is capitalized at $350,000, of which $312,400 is reported paid in.

The Heller Bros. Co. of Newark, N. J., is building a three-story brick addition, 40x150 feet, to its file plant, and a rolling mill, 70x200 feet, to its steel plant. They expect to have both buildings equipped with machinery early next year. The additions have become necessary to enable the company to make prompt shipments of its products.

The John D. Long Wrench Company has established itself in a factory at Akron, Ohio, for the manufacture of a new monkey-wrench. O. A. Sorrick, Akron, is one of the hardware men interested in the company. Large orders are said to have been received for the new tool, which appears to possess features of extreme novelty.

The Plymouth Cordage Co., of Brockton, Mass., has begun the erection of the building for a new rope mill. It will be 435 feet long and 110 feet wide. For the greater part it will be two stories, with a basement under the entire structure. It will be built of concrete blocks, and it is hoped to have the plant in operation inside of a year.

The Lalance & Grosjean Manufacturing Co. of New York City are sending to the trade "with profound sorrow" a formal announcement of the recent death of their popular president, Mr. Auguste J. Cordier. The sorrow is shared by all who enjoyed the privilege of Mr. Cordier's acquaintance and the black-bordered missives have cast temporary gloom over many a house in the trade, as reminiscences of the departed friend rose in the mind.

Woven wire fences and gates for residences, fields and other enclosures are supplied in neat and pretty designs, according to the purpose for which they are to be used, by the Cyclone Fence Company, of Waukegan, Illinois, and Cleveland, Ohio. Illustrations of the various styles of fencing and prices will be sent by the company on application.

In an article on "Prehistoric Iron," an industrial writer states that during Roman occupation from the middle of the first century to A. D. 411, England had a commercial iron industry, which has been continuous to the present time. The Swedish industry has been continuous from the thirteenth century, or earlier. In America the first successful attempt at iron making was at Lynn, Mass., in 1645.

The Isthmian Canal Commission, Washington, D. C., invites proposals until November 15 for door and window casings, doors and blinds, dynamite, electric exploders, valves, bolts, twist drills, screw plate, rivet sets, staples, nails, hammock hooks, rail benders, car movers, sheet lead, packing, paints, varnish, white lead, white zinc, putty, beeswax, shoemaker's wax, spelter, sandpaper, gauge glasses, etc.

For protection against lightning or for conventional finishes for towers, spires, roofs, gables, etc., the Security Lightning Rod Company of Burlington, Wisconsin, manufacture the metal goods that are required, including lightning rods, fixtures, weather vanes and ornamental finials. They carry on hand a large assortment of balls and vanes of all kinds and will send their illustrated 1906 catalogue on request.

The United States Horse Shoeing Co. was incorporated at the office of the secretary of state, Trenton, New Jersey, on Nov. 5, with a capital stock of $2,000,000. The incorporators are: Thomas R. Jones, George F. McCormick and Edward Morris. The capital stock is divided into $1,000,000 preferred and $1,000,000 common stock. The new concern is to operate horseshoeing shops and to manufacture and deal in tools.

The American Steel and Wire Company of the United States Steel Corporation has completed the moving of the barb wire, mesh fence and other standard departments of the Washburn-Moen Works, Worcester, Mass., to the works of the company at Braddock, Pa., and the Newburg works at Cleveland. The Worcester works will hereafter be devoted to special lines and $500,000 will be spent on improvements, especially in the installed wire department.

Carpenters and other mechanics are offered a new time and labor saver in the new Universal Square, manufactured by the Duby & Shinn Mfg. Company, Inc., of Branchport Station, Long Branch, N. J. This square is made in three sizes and is guaranteed. It draws circles, gauges lumber, makes octagonal cuts, hip and valley cuts, and is useful in laying out mortise and tenons, and for many other purposes. It is said to take the place of many tools and costs but little.

The annual meeting of the Wright Wire Company of Worcester, Mass., resulted in the election of the following officers: President and general manager,

George M. Wright; vice-president and treasurer, Herbert N. Wright; assistant treasurer, John A. Denholm; directors, George M. Wright, Herbert N. Wright, J. F. Searle, Charles M. Thayer, Lucian B. Butler, O. W. Norcross, and Rufus B. Fowler. Messrs. Searle, Butler and Thayer are new directors.

It is a broad claim to state that any article is the most useful in the world, yet such is the claim made by the Divine Water Motor Company, for a little machine called "Divine's Genuine Red Devil Water Motor." This is a faucet motor by means of which bottles can be washed, silverware polished, cutlery sharpened, sewing machines run, and many other things accomplished. Complete particulars and price-lists can be obtained by addressing the manufacturers at 108-110 Duane Street, New York.

A handsome and valuable souvenir is being presented to their customers and friends by the Eagle Cooperage Works, Circleville, Ohio, and the fortunate recipients are taking great pleasure in exhibiting it because of its intrinsic value and usefulness. It is a neat leather combination card case, bill and memorandum book, the name of each recipient being stamped thereon in gold letters. The company are the sole manufacturers of Eagle Mop Wringers, Ohio Detachable Mops, and Rex Dish Mops, and make all kinds of cooperage wooden and hardware specialties. Many requests are being sent to the company for the souvenir pocketbook.

Efforts are being made at Port Clinton, Ohio, to incorporate and finance the National Hardware Mfg. Co. and stock in the concern is offered to the public. It is reported that a factory building for the company is partially completed, the stock being sold with the understanding that no cash is to be paid in until the plant is completed and in operation. Officers and directors of the company are named as follows: Wm. Kelly, president; Henry Cleaver, vice-president; R. J. Emerich, secretary; G. F. Eberhard, general manager; advisory board of directors, Wm. Kelly, Henry Cleaver, George A. True, Henry Quast, Carl Horix, Dr. Paul de la Barre.

## HOUSEHOLD ENAMEL.

A superior article of enamel especially adapted for painting iron beds, bicycles, bath tubs, furniture, vases, baskets, chairs, baby carriages, etc., will be found in the Household Enamel, manufactured by the Enterprise Paint Manufacturing Company, of Van Buren and Peoria streets, Chicago. This enamel dries with a smooth, hard, glossy surface and is put up in an endless variety of shades, among which the manufacturers are showing two that are new and beautiful. Samples of these goods in pamphlet form will be sent on application. Dealers will find them just what they want. Kindly mention THE AMERICAN ARTISAN.

## THE HARDWARE MERCHANTS' ADVERTISER.

Electrotypes to illustrate everything in the hardware line are supplied by the Powers Publishing Company of Norwalk, Ohio, who also offer to the trade numerous selling aids that have proved effective in their own experience and that of their customers. The aim of the Powers company is to give "special service in hardware advertising" and to this end they publish "The Hardware Merchants' Advertiser," which is a bound book of ready-written, up-to-date "ads," with suitable "locals," etc., for the hardware dealer's use. A special offer of this publication is made at the present seasonable time, details of which can be learned by addressing the Powers Publishing Company. When writing kindly mention THE AMERICAN ARTISAN.

## THE E. A. PFLUEGER CO.'S PLANT.

The E. A. Pflueger Company, recently incorporated at Akron, Ohio, with a capital stock of $100,000, for the manufacturing of fishing tackle and sporting goods, has secured large and suitable premises for the installation of its factory, at the intersection of North College street and the Pennsylvania Railway. Machinery is now being installed and it is expected to have the factory in operation by March 1, 1907. The new factory will be a three-story and basement building, 60x140 feet, with a boiler house and 100 horsepower engine. The officers of the company are as follows: President, E. A. Pflueger; Vice-President, Geo. D. Bates; Treasurer, C. I. Bruner; Secretary, L. W. Griffiths, and Assistant Secretary, Geo. L. McGall. President Pflueger was for twenty-five years secretary and treasurer of the Enterprise Mfg. Company of Akron, and will have the general management of the new concern. His whole life has been devoted to the fishing tackle industry and his experience will be invaluable to his associates. His acquaintance with the trade and his wide popularity will also be very helpful and the prospects for the new enterprise appear to be very bright.

The E. A. Pflueger Co.'s Plant.

## BUTLER BROS.' CHRISTMAS CATALOGUE.

The holiday edition of Butler Brothers' well known catalogue which goes to dealers in various styles under the registered title, "Our Drummer," is at hand and will prove extremely useful to dealers in ordering their stocks of holiday goods.

This season of the year, as Butler Brothers point out, is or should be the dealer's "profit harvest," for it is only in holiday time that the biggest profit-payers are the ones most easily sold. For eleven months in the year the retailer must strain for trade that comes hard and pays but small profits, but in the twelfth month easy business with juicy profits can be secured

for the mere trying. It is the mere trying, the effort to secure business, that Butler Brothers urge the dealers to undertake at this season. "When rewards for pushing are most certain, largest, and most easily won," they say, "that surely is the time for pushing hardest."

With the Santa Claus edition of "Our Drummer," which is known as catalogue No. MC-592, the dealer can make a careful and wise selection of holiday goods that will bring him a rich harvest of profits, and Butler Brothers are prepared out of their own tremendous stocks to make shipments with the greatest possible speed and promptness. Of course an annual flood of orders pours in upon them, and it is therefore very desirable that the dealer who wishes to secure his stock for the Christmas season promptly should get his order in without delay. Butler Brothers' catalogue will save them much time in selecting goods and its arrangement is such as to show the holiday leaders at a glance. A number of goldenrod-colored pages at the beginning of the comprehensive catalogue show with profuse illustration the leading profit-payers. The markets of Europe, Asia and America have been ransacked by Butler Brothers' buyers in the endeavor to secure suitable goods as bargains for this annual sale and they are the raw material out of which the live dealer can build up his December profits. In writing for the Santa Claus edition address Butler Brothers, Chicago, and mention that you wish for catalogue MC-592. Also kindly mention THE AMERICAN ARTISAN.

## PHILADELPHIA LAWN MOWERS.

There is a considerable difference between the original 1869 pattern of the genuine Philadelphia lawn mowers and the modern styles which are now being put upon the market by the Philadelphia Lawn Mower

**Philadelphia Lawn Mower, Style "A."**

Company, 3101-3109 Chestnut street, Philadelphia, Pennsylvania. The company in its latest announcement invites attention to what it calls the Big Four Combination in lawn mowers, including styles A, E, C, and K. Comparison of these with the original mower, of which they give a picture in their advertising matter, shows how the Philadelphia mowers have been improved since the original patent was taken out. The genuine Philadelphia Lawn Mowers all have the word "Philadelphia" cast in the wheels. A catalogue with prices will be mailed upon request to the company at the above address. When writing, kindly mention THE AMERICAN ARTISAN.

## A NEW "YANKEE" SCREW DRIVER.

A very desirable new tool has just been placed upon the market by North Brothers' Mfg. Company, Philadelphia, Pa. It is a notable addition to their well-known line of "Yankee" tools and is called "Yankee" spiral-ratchet screw driver No. 35. The great convenience of this screw driver is announced to be its smaller size and lesser weight. In construction it

**Drill Points.**

is the same as the Yankee Nos. 30 and 31, but is smaller and intended for driving small screws only.

The new tool is designed for the use of electrical workers, cabinet-makers, carpenters, and mechanics

**Countersink.**

who have a number of small screws to drive, for whose purposes a tool of lighter weight than the standard pattern, No. 30, will be found more sensitive and convenient. The No. 35 is made for right or left hand use and will drive screws in or out, ratchets in

**"Yankee" Spiral-Ratchet Screw Driver No. 35 with Attachments.**

or out, and is arranged to hold rigid when closed or extended. It is small enough to be conveniently carried in the pocket, measuring seven inches long when closed, without bit, and weighing complete less than seven ounces. The length of the tool with bit in chuck is nine and one-eighth inches closed, and twelve and one-half inches when extended. Extra long bits, projecting four inches beyond the chuck, can be furnished with drill points of the sizes shown in the accompanying cuts, also with a countersink as shown. Complete descriptive circulars, price-list, etc., can be had for this new tool and all the "Yankee" line on application. When writing, kindly mention THE AMERICAN ARTISAN.

## IN THE EARLY DAYS OF SHEFFIELD.

Sheffield, the city of smoke, although much maligned, is by no means an uninviting town, and the surrounding district well deserves its title of the "English Switzerland." At the present time most of its lighter manufactures are carried on in the city but at no very distant date its staple trades of cutlery

and files were conducted in the several valleys through which its various rivers ran. There the streams at intervals were blocked into reaches, or dams, having outlets by the side of mills through shuttles; these turned the water into a waste outlet, or conducted it along narrow ways called mill races, which gave increased force and strength to the flow. Another shutter controlled the water, and, when required, allowed it to flow over or under large wheels, which in turn worked the grindstones and machinery of the mill, including various kinds of hammers chiefly the lift and tilt. All this is now a thing of the past. Steam, hydraulics, pneumatics, and electricity have long since superseded the old methods. In the rush of business every obstacle must give way, and so these mills have gradually become ruins—the old wheels are silent, and the men who worked in them are either no more or are employed in similar work in the city. Instead of working to the sound of the wheels' hoarse croak in the midst of green fields, they now work to the accompaniment of the hum of rapidly revolving shafting, the steady flap, flap of the belts, and an atmosphere of brisk business. From the manufacturer's point of view all this is justifiable, for it is much cheaper and more convenient to have all the various branches of his trade within his own walls and under his own observation than for each department to be a separate unit, miles apart. Thus it is inevitable that old methods die out, and newer, if not better, take their place; and in many cases this is desirable, as better work and quicker can be done by the more modern implements and machinery. For instance, the work done by the steam, hydraulic, or vacuum hammer of to-day would have been simply impossible by the old hammers as used at these old mills.

## CHARLES HAWLEY PIERCE.

Charles Hawley Pierce, a member of the firm of Pierce, Butler & Pierce, hardware manufacturers of Syracuse, N. Y., died there October 31 after an operation for appendicitis. He was 57 years old.

## WILLIAM WALKER.

William Walker, of the heating firm of Walker & Chambers, New York City, died at his home in Summit, N. J., on Tuesday evening, October 30.

## JOHN PORTER.

John Porter of Meadville, Pa., formerly mayor of that city and for many years a well known hardware man, died there November 4.

## WILLIAM B. COOLEY.

William B. Cooley, for the past six years a valued employe of Robert H. Ingersoll & Bro., 51 and 53 Maiden Lane, New York, was one of the victims of the electric railroad disaster at Atlantic City, N. J., October 28. He was well known and universally popular among the hardware trade in the Eastern states, which he covered for his firm. He was born in 1868 at Milford, N. J., and leaves a widow.

## RETAIL HARDWARE DOINGS.

### NEW FIRMS AND INCORPORATIONS.

Spring Valley, Illinois—F. C. Viner, hardware, furniture, and grocery store, Edwards building.

Lima, Ohio—The Penny-Jones-Burden Company, hardware, capital $10,000.

Philippi, West Virginia—The Philippi Hardware and Furniture Company, wholesale and retail hardware and furniture.

Winnfield, Louisiana—J. M. Hyde and others are organizing a hardware company with $15,000 capital stock.

Eufaula, Alabama—The Foy Hardware Company has been incorporated with a capital stock of $25,000.

Hamlin, Texas—The Riter Hardware Company has been incorporated with a capital stock of $10,000.

Hinton, Oklahoma—The Simmons Hardware and Implement Company has been incorporated with $20,000 capital.

North Wilkesboro, North Carolina—The North Wilkesboro Hardware Company has been incorporated with a capital of $50,000.

Scribner, Nebraska—The Hoffman Hardware Company; capital $10,000.

Lowell, Massachusetts—Cheney & Thompson Company, hardware; capital, $10,000.

Bernardston, Massachusetts—E. S. Hurlbert & Company, cultery; capital, $25,000.

Camden, Maine—C. F. Knight has opened a new hardware store on Bay View street.

Welch, West Virginia—The Moore-Summers Hardware Company; capital $25,000

Bar Harbor, Maine—Preston H. Joy has opened a new hardware store on Cottage street.

### BUSINESS CHANGES.

Saybrook, Illinois—G. R. Lott has disposed of a half interest in his hardware to Mr. George Rauscher of Jackson, Tennessee.

Shenandoah, Iowa—W. H. Sievers of Los Angeles, has purchased the hardware store of Rankin & Bothe.

Matoon, Illinois—Frank Wickham has purchased the hardware store of Tom Shoemaker.

Beaver, Pennsylvania—T. A. Clifton and Oscar Robertson have purchased the entire stocks of stoves, house furnishings, farm implements, hardware and fixtures of Minesinger & Fair, the Beaver hardware company.

Van Wert, Iowa—Harper & Henry have succeeded Harper & Thompson in the hardware business.

Llano, Texas—E. H. Quales has been succeeded by the Atkins-Quales Hardware Company.

Milroy, Minnesota—The hardware store here has changed hands, the stock being sold to D. J. McCarthy.

Hanoverton, Illinois—The firm of Ray Bros. & Company, dealers in farm implements and hardware has been dissolved, C. A. Ray retiring.

Elba, New York—G. W. Munce has sold his hardware business to H. F. Peck.

### MISCELLANEOUS.

Merillan, Wisconsin—B. W. Hicks has decided to retire from the hardware business.

Detroit, Michigan—Fire broke out in the Lemke hardware store and caused considerable damage.

Chester, West Virginia—Fire destroyed the hardware store of James Fowler.

Spartansburg, Pennsylvania—The hardware store of A. V. Winans was burglarized.

Jewell, Iowa—D. J. Lowrey is putting both his hardware stores in one, moving all in the Severson building.

Springfield, Vermont—LaFountain, Staples & Company's hardware store was burglarized, goods to the value of $600 were taken.

Aberdeen, South Dakota—William Drisk of Northville, has purchased a block of stock in the Jackson Hardware Company.

Perrysville, Indiana—Jones & Son's hardware store was burglarized.

Montgomery, Alabama—Cunningham Hardware Company was burglarized.

## Advertising Department

Our readers are invited to send in copies of their advertisements in the local press for criticism. All communications should be addressed to the "Advertising Department" of THE AMERICAN ARTISAN.

In the advertisement reproduced herewith, from a Streator, Illinois, newspaper, the firm of Powers & Williams have been fairly successful in conveying the message they intend for the public with due effect. The top lines are good and, with the right position in the advertising columns, are bound to attract the eye of the reader, and make him read the message that follows as he would a letter personally addressed to him. And this, by the way, is the whole object of advertising. The use of Gothic type in the lines announcing that the demonstration is free and the date of it, gives due prominence to the important facts and the signature of the advertisement is improved by the addition of the words, "The Hardware Emporium." It would have been advisable, however, to add the name of the town in which Powers & Williams do

**MARVEL**

**OF THE AGE!**

**Free Demonstration Friday, November 9**

COME and see the wonderful **Florence Hot Blast** in full operation, burning smoke, soft coal and slack with the same regularity and cleanliness as hard coal in a base burner.

It will burn paper without any smoke; will be fed with cheapest fuel and refuse and will produce intense heat. It burns its own smoke, consumes its own gas.

**J. B. Howard**, the inventor of the **Florence**, the world renowned Hot Blast Air Tight Heater, will exhibit this wonderful stove on the sidewalk in front of our store on **Nov. 9.**

**Don't fail to see this stove in operation.**

**Powers & Williams**

**HARDWARE EMPORIUM**

**410 Main St.** **Both 'Phones**

business, in fact the full address should be included in every piece of advertising matter, and the reason will be apparent upon a moment's reflection. Every advertisement should be self-contained in this respect. It should not be necessary to hunt outside of an ad. for the address of the advertiser. Taken as a whole, however, the advertisement of Powers & Williams is to be commended, its message is well set forth, and there is little doubt that the stove demonstration which it announced will be well attended.

When you see an elephant in the public streets, you know that, as a rule, there is a circus in town, and when you see a large stove cut in a newspaper "ad" you do not have to be told further that the advertiser wishes to call your attention to stoves. Hence a large cut properly used is often a good advertisement, and little reading matter need accompany it to make the advertising effective. The advertisement of George Starbuck & Sons of Turners Falls, Massachusetts, which we reproduce, illustrates this point and is a

**BUY THE LATEST!**

**SUPERB HOUSEHOLD RANGE**

**Guaranteed to Roast Meats of all kinds without basting or turning in the oven.**

Manufactured For

**GEO. STARBUCK & SONS,**

**Turners Falls, Mass.**

good "ad." It embraces all the essential features required in an ad., that is, it catches the eye, booms the goods, and plainly shows where they are to be obtained. The catch-line, "Buy the latest," attracts immediate attention, and the note which mentions a feature of the stove that interests all housekeepers is bound to produce results.

* * *

Thomas Meade of Virginia, Illinois, has the right idea in advertising. He uses sufficient space to attract attention, and he takes full advantage of the prominence which can be obtained by the use of white space. He gets right down to the gist of the matter. "He has it. A great large steel range." If there is a housewife in that neck of the woods who needs a steel range, she will be apt to know that Thomas Meade has it for sale and she should be impressed by the way in which his head line describes this range. "A Great Large Steel Range." Those words give the impression of the good range. A range large enough to cook with; a range that will give satisfaction. And then in small type the advertiser gives his reasons why this range possesses all the points necessary to satisfaction giving. "And it is all complete and delivered to your home for $22.50. Telephone or write. I will do the rest." Mr. Meade has the faculty of getting right at the kernel of the matter and placing it before the public with the husk removed.

## ADVERTISING FOR RETAILERS.

Size up the situation for yourself and determine what percentage of your gross sales you can afford to spend for advertising. Then, when you have done this much, spend it, advises Arthur Brown, in Trade.

What percentage of sales a storekeeper can afford to spend for advertising is an interesting question. Opinions on it differ widely, but I have never heard anybody say that a retailer should spend less than one per cent of his gross sales for increasing his business, if he advertised at all, and I have never, on the other hand, heard any person say that the advertising investment—it can't properly be called by any other name—should be allowed to exceed 5 per cent of the establishment's gross income.

I don't believe that there should be either a minimum or maximum figure set on the percentage of aggregate receipts which should be devoted to publicity. It all depends on the location of the business, the class of trade sought, the value of business, and the man who owns it. Another important thing is whether it is a cash or credit business. It goes without saying that a strictly cash business can stand a larger advertising outlay than one where the credits are for either long or short terms. This is such a simple proposition I feel there is no need to elucidate it.

One of the effects, or results, of good, clean, intelligent publicity for the store is an increase in volume of business greater in proportion than the increase in stock and cash investment.

Personally I don't think that one per cent of gross receipts is enough to spend for advertising a retail stock of groceries or general merchandise. One per cent of $10,000, for instance, is only $100, and a hundred dollars is not much of a sum to invest in a pretty sure method of building up a business, when the expenditure is spread out over a whole year. A hundred dollars won't buy a great amount of newspaper space unless, of course, it is space that is dear at any price, and then a hundred dollars spent amounts to about ninety-nine dollars thrown away.

I believe in spending just as much money for advertising—as long as trade is increasing at a satisfactory rate—as the business will stand, and that, as I said in the beginning, "all depends." Anyway, the retailer who is niggardly and regards his advertising account as an expense instead of a profitable investment, isn't very likely to find that advertising pays. Instead, he will probably have a sad story to narrate, a tale of woe, and is almost certain to come to the same erroneous conclusion which so many others who have made mistakes without realizing them have arrived at, that "there's nothing in it." The fault will lie with him rather than with advertising as an abstract proposition.

Not a single one of the great retail establishments that have come into existence in the United States within the last twenty years ever would in this world have attained such enormous growth if their advertising expenditure and policy had been a "stingy" one. Marshall Field never could have reared the greatest retail structure in the world if he hadn't early in his career spent money liberally for advertising, and John Wanamaker would not be the greatest retail merchant in the East if he hadn't realized the almost limitless possibilities of advertising rightly done. One per cent of aggregate receipts wouldn't have built up the immense retail establishments which are to be seen in almost every great American city. They invested liberally in printers' ink. They didn't stop at even two per cent, but "went the limit," although knowing all the while what the limit was. None of the great successes in retail merchandising ever overstepped the limit.

It takes a mighty good retail business to stand a five per cent investment in advertising. Some can, but they are precious few. Five per cent is pretty big. For example, five per cent of the gross sales of a store doing annually a business amounting to $100,000 is $5,000, a lot of money to spend for advertising a business of no greater magnitude. Five thousand dollars will pay for a great deal of space in newspapers, a great deal of circularizing, or a great deal of any other kind of publicity. But under the right circumstances a merchant is justified in expending this proportion of his sales. If by so doing he can make his business increase rapidly, and maintain it, and if his profits will stand it, it is money wisely invested. Again, if the retailer can by spending five per cent of his gross sales do fifty per cent more business, without increasing his stock by twenty-five per cent, it certainly is the proper thing to do. Unless he can do one or the other or both, I would advise him to proceed more slowly.

The question may be asked, what is advertising? I include under this term everything, no matter what, that is done with the object of attracting customers to the store and thus increasing the business. It is advertising whether in the form of circulars, calendars, souvenirs, newspaper space, etc., etc. Everything the merchant does that is calculated to create more trade is advertising, and all such expenditures ought properly to be charged to advertising.

I would caution the readers of this journal who are interested in advertising to take stock of themselves, going over the ground carefully studying the situation within their stores and among their customers thoroughly before determining upon expending just so much per month or per year, or such and such a percentage of gross sales in advertising. One of the most humiliating of the many causes of failure in merchandising comes from overreaching oneself. Advertise liberally, but don't overreach.

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In response to a Cincinnati trade inquiry, a consular report from Iquique, Chile, says: "The best way to secure Chilean trade in any line is to send experts in the goods to be introduced, to study the conditions and styles used, and then be ready to adapt that line of goods to the needs of the district. Too often American firms are not willing to adapt their styles to the needs of the people, with the result that they do not get the trade. German firms are, as a rule, ready to give the people what they want, while American firms are usually not willing to change their styles; consequently they do not get the trade."

# Heating and Ventilating

## MONARCH FURNACES.

A practical soft coal furnace is offered to the trade by the Forest City Foundry & Mfg. Co., of Cleveland, Ohio, in the Monarch air blast, for which they claim all the advantages of the well-known Monarch furnaces plus the air blast. The latter feature consists of a sectional upper firepot constructed so that oxygen is fed into and above the fuel, burning the gases and assuring economy and cleanliness.

Beside these Monarch furnaces, the Forest City Company manufacture the Imperial, Niagara, and Combination furnaces, registers, mail-boxes, hitching and sash weights and other lines of standard hardware. A new catalogue describes the Monarch furnaces, and various other lines and can be had for the asking. When writing, kindly mention THE AMERICAN ARTISAN.

## MONROE FURNACES.

Among the furnaces designed to meet the demand for a heater that will burn hard coal, soft coal and wood equally well, the Floral City line, manufactured by the Monroe Foundry & Furnace Company, of Monroe, Mich., deservedly holds a high place. Tireless care, skilled workmanship, and perfect castings have been united in the endeavor to make these furnaces reliable, and the makers believe that their efforts have been rewarded by complete success. Some important changes have recently been made in the design of the Floral City line and it will be to the dealer's advantage to secure the latest catalogue issued by the Monroe company. When writing, kindly mention THE AMERICAN ARTISAN.

## MAGEE WATER HEATERS.

Convenient in form and simple in operation, there is a growing demand for the tank and laundry heaters manufactured by the Magee Furnace Company, 38 Union street, Boston, Mass., whose general western sales agents are Lott-Burton Company, 86 Lake street, Chicago.

The theory and principle governing the Magee company in their labors in the designing of Magee water heaters has been to meet the utmost demands of durability, efficiency, ease of management and economy of use, and they believe they have succeeded in producing not only the cheapest but the best. The same requirements exist in the case of tank and laundry heaters as with larger heaters, both being obliged to conform to generally accepted standards. The Magee heaters are built with a view to the observance of such standards and to secure the most satisfactory results, having regard always to the ideal combination of serviceability and economy.

In the latest Magee price-list space is devoted to suggestions for tank capacities for apartment houses and families and this feature will be found generally useful. Copies of this price-list and detailed information can be obtained on request. When writing, kindly mention THE AMERICAN ARTISAN.

## PARAGRAPHS.

Asbestos has been discovered near the town of Washington, Nev., a few miles above Nevada City.

The Central Heating Co., Hamilton, Ont., and the Dominion Heating Co., of the same city, have amalgamated.

The Berry Ventilator Company has been incorporated, with a capital of $100,000, to manufacture ventilators at Augusta, Me. The incorporators are: W. S. Lee, E. J. Pike and C. L. Andrews, all of Augusta, Me.

The Magee Furnace Co., 38 Union street, Boston, Mass., announce a change in their repair price list in effect November 6. From this date the discount on repairs will be 20 per cent instead of 25 per cent, as heretofore, and dealers must govern their prices accordingly.

R. J. Schwab & Sons Company, Milwaukee, Wis., will build an addition to their factory which will include a five-story machine shop, 50x90 feet, and a power house 35x80 feet. Both new buildings will be of reinforced concrete. The improvements will enable the company to add largely to its output of Gilt Edge warm air and combination heaters.

Among the good points claimed for the Moncrief warm air furnaces are simplicity, durability, economy and cleanliness in use. They are manufactured by the Henry & Scheible Company, of 6-8-10 Long street, Cleveland, Ohio. The Kansas City salesroom at 5314 East 15th street, is under the management of Mr. J. C. Kimmel. The specialties of the Moncrief furnaces are described as follows: All cast iron, Moncrief duplex grate, large radiating surface, top return flue, double firepot, and large grate surface.

A clever feature of the November issue of Dixon's "Graphite" was a series of photographs of typical workmen who use graphite in their business, including the railroad engineer, the printer, the stereotyper, the iron molder, the stone cutter, the carpenter, the plumber, the painter, the machinist, the blacksmith, the railroad fireman, and the electric lineman. The accompanying article tended to prove that "all the world uses graphite." Copies of this interesting monthly can be obtained on application to the Joseph Dixon Crucible Co., Jersey City, N. J.

At the quarterly meeting of the directors of the American Radiator Company, held on November 1, the regular dividend of 1¾ per cent was declared on the preferred stock of the company, payable November 15, 1906, to stockholders of record at the close of business November 8, 1906. The transfer books will be closed from November 9 to 15, both inclusive. There was also declared a regular dividend of 1 per cent on the common stock, payable December 31, 1906, to stockholders of record at the close of business December 22, 1906. The transfer books will be closed from December 23 to 31, both inclusive.

# Tinshop

THE PUBLISHER IS PLEASED TO ANNOUNCE THAT THE AMERICAN ARTISAN WILL BE SENT FREE OF CHARGE FOR THE REMAINDER OF 1906 TO NEW SUBSCRIBERS FOR THE YEAR 1907. YEARLY SUBSCRIPTIONS SENT NOW WILL BE CREDITED TO THE END OF 1907.

## THE PANEL MITER.

BY LOUIS OEHRING.

In the last two issues the cornice miter was treated. We will now consider the panel miter, which differs

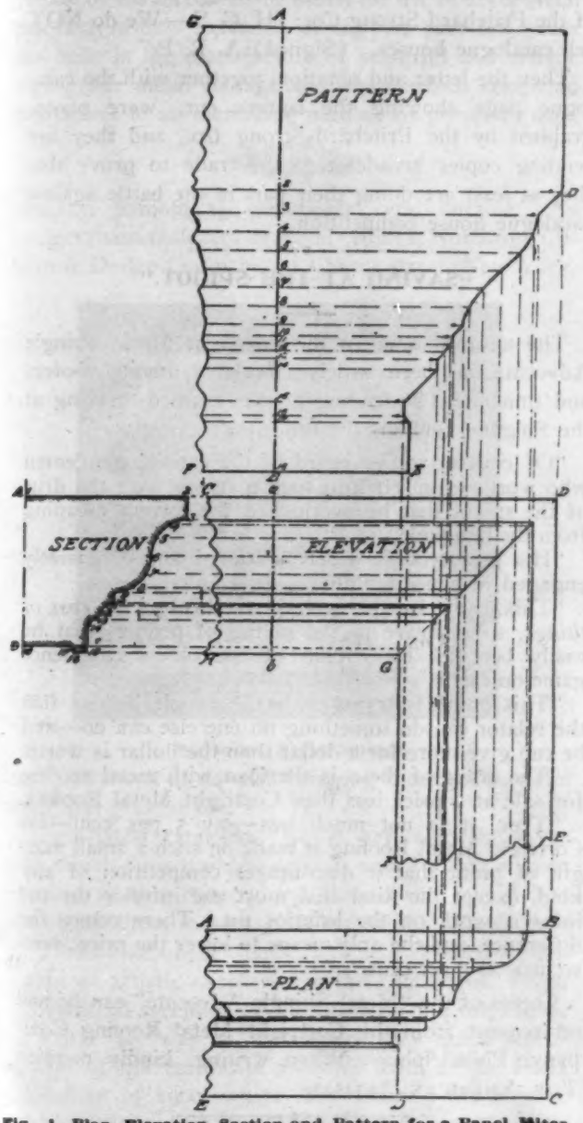


Fig. 1—Plan, Elevation, Section and Pattern for a Panel Miter.

from the cornice miter in this: In the cornice miter, the miter line is a straight line in plan, and in the panel miter, the miter line is a straight line in the elevation. This must be borne in mind when the reader attempts to cut these patterns.

In Fig. 1 is shown a full projection drawing of a square panel miter. Here we have an elevation, section, plan and pattern. First draw the section in the position shown, this being very important. The beginner often will place the section in such a position that the pattern developed will be the pattern for a cornice miter, when a panel miter is desired, and I again caution him to make use of his mind's eye to avoid this error. Always try to imagine the position of the section in order to draw the proper view. Now divide the curved portion of the section into any number of equal spaces, as here shown. Draw the right angle C D E as here shown, the line C D being the continuation of A 2 of section; bisect the right angle and draw the miter line D G. Now project lines from section to the miter line, parallel

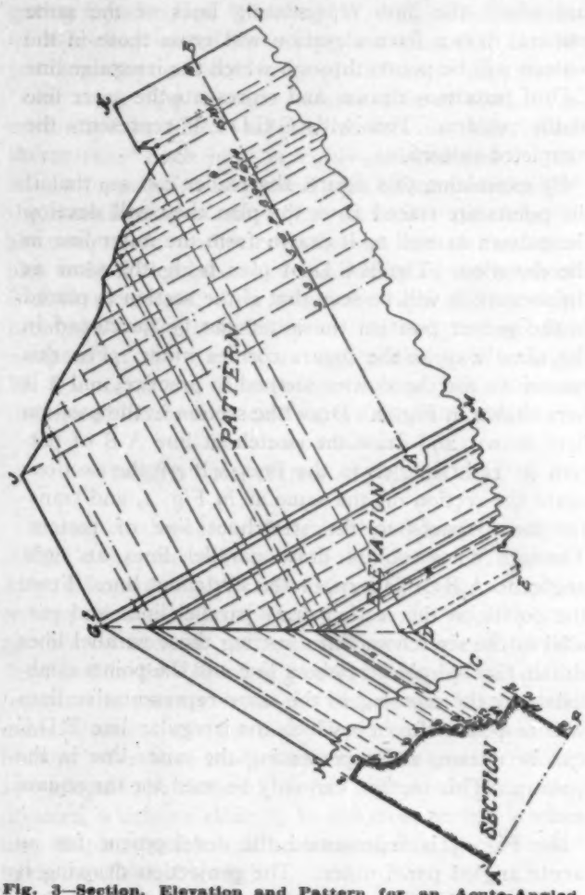


Fig. 3—Section, Elevation and Pattern for an Acute-Angled Panal Miter.

to line C D, drawing those lines solid that represent angles on the molding. From the points established by these lines crossing the miter line draw lines parallel to line D E. This will represent the elevation of the miter. The line a b represents the cutting plane, or the line upon which the section is taken.

To draw the plan, draw the section in the position shown by the lines B C D of plan; continue the lines from the elevation, running parallel to D E of elevation. From the points established on the section draw lines A B, D E, and those running parallel to them and

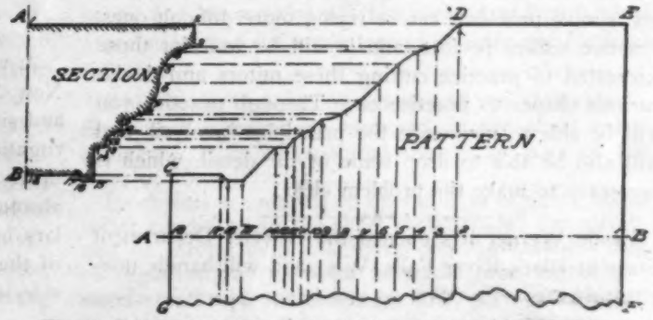


Fig. 2—Pattern for a Square Panel Miter Developed from Section

at right angles to B C. This will complete the plan of the miter.

Draw line A B of pattern of sufficient length to be able to transfer the stretchout of the molding on it. This line must be drawn at right angles to C D of elevation. From A of pattern set off the various spaces from section, as shown by the numerals from 1 to 18; through these points draw parallel lines and parallel to C D of elevation. From the miter line D G of elevation, project lines parallel to A B of pattern, and where the lines representing lines of the same numeral drawn from elevation will cross those in the pattern will be points through which the irregular line C D of pattern is drawn, and represents the miter line in the pattern. This with G C D E F represents the completed pattern.

By examining this figure, the reader can see that if the points are traced from the plan they will develop the pattern as well as if drawn from the miter line in the elevation. The B C D of plan being the same as the section, it will be seen that if the section is placed in the proper position the miter can be developed in the same way as the square cornice miter. For this reason we use the shorter method in practice, and it is here shown in Fig. 2. Draw the section in the position here shown, and draw the stretchout line A B of pattern at right angles to the line A B of the section; space the section off the same as in Fig. 1, and transfer these spaces to the stretchout line of pattern. Through these points draw parallel lines at right angles to A B of pattern, or the stretchout line. From the points on the section draw parallel lines and parallel to the stretchout line; cutting those parallel lines drawn through the stretchout line and the points established by the crossing of the same representative lines will be points through which the irregular line E D C can be drawn, and representing the miter line in the pattern. This method can only be used for the square miter.

In Fig. 3 is represented the development for an acute angled panel miter. The projection drawing is the same as in Fig. 1, excepting that the plan has been omitted, it being unnecessary to get the pattern. The patterns for a panel miter, as for the cornice miter for other than right angles, must be developed from the miter line. The procedure being identical with that of other descriptions given, it will be unnecessary to give a detailed explanation; the reader should have no trouble to understand it from the description given in the other figures.

The problem in this issue, with those of the issues of October 27 and November 3, cover what is termed the plain miter, and he who wishes to succeed in miter cutting should be thoroughly conversant with these first simple problems before trying more difficult ones. Practice makes perfect, and it will be well for those interested to practice cutting these miters and devise various shapes to practice on. Through practice you will be able to memorize the principles involved, and will also be able to drop some of the detail, which is necessary to make the problem clear.

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Leslie Werner has opened the Novelty Department Store at Black River Falls, Wis., and will handle novelty tinware.

## WON'T SELL CATALOGUE HOUSES.

The Pritchard-Strong Company, Rochester, N. Y., are sending out a very effective and clever piece of advertising matter which should make a hit with the hardware trade wherever the catalogue houses are getting in their deadly work.

Some time ago one of the largest concerns in the mail order business sent the Pritchard-Strong Co. a request for quotations on lanterns of a certain style "as per enclosed cut," the enclosure being a page torn from the concern's catalogue, with the lantern cut in question duly indicated. The following notation was promptly made on the letter of inquiry in the office of the Pritchard-Strong Co.: "H. G. S.—We do NOT sell catalogue houses. (Signed) A. R. P."

Then the letter and notation, together with the catalogue page showing the lantern cut, were photographed by the Pritchard-Strong Co., and they are sending copies broadcast in the trade to prove that they at least are doing their part in the battle against catalogue house competition.

## "SAVING AT THE SPIGOT."

The autumn issue of the Cortright Metal Shingle Advocate has been widely circulated among roofers and tinners. The leading article, entitled "Saving at the Spigot," contains the following:

"Of course, you've heard of the careful gentleman who worked himself into such a frenzy over the drip of the spigot that he overlooked the torrent escaping from the bunghole.

"His prototype is widely scattered and extensively engaged in house building.

"This astute builder is very watchful of *the cost of things*, so attentive to the saving of pennies that he easily becomes the victim of the oldest confidence game on earth.

"This game is trying to make people believe that the relator can do something no one else can do—that he can give more for a dollar than the dollar is worth.

"The latest of these is the man with metal roofing for sale at a price less than Cortright Metal Roofing.

"True, it is not much less—say 5 per cent—for Cortright Metal Roofing is made on such a small margin of profit that it discourages competition of any kind, except the kind that must use inferior tin and inferior work on the inferior tin. There comes the difference, and the only means to lower the price, even so little as 5 per cent."

Copies of the "Metal Shingle Advocate" can be had on request from the Cortright Metal Roofing Company, Philadelphia. When writing, kindly mention THE AMERICAN ARTISAN.

## IMPROVED METAL SHINGLES.

A very trim effect is secured by the use of Dixie, New Stella, and Virginia metal shingles for roofing and siding, and the manufacturers, the Wheeling Corrugating Company, of Wheeling, West Virginia, confidently assert that these shingles make a roof that is absolutely weatherproof. Some neat descriptive circulars have just come to hand, in which the fine points of these shingles are fully set forth. All have a new side lock in wide overlap, which covers all nail-heads.

and, it is said, makes a secure, rigid fastening without the use of solder. This side lock is intended to provide for the expansion and contraction of the metal and is the fruit of the Wheeling company's long experience in manufacturing metal shingles. Ridge rolls, hip shingles, and valleys for use with the Wheeling Corrugating Company's shingles are also manufactured by them, and full information regarding metal roofings can be secured by application to the company's office at Wheeling. When writing, kindly mention THE AMERICAN ARTISAN.

## NORTHROP'S METAL CEILINGS AND WALLS.

One of the directions in which the use of sheet metal has been widely extended during the past few years has been in the manufacture of beautiful and artistic high-grade metal ceilings and walls, which commend themselves to an increasing number of people as safe,

sanitary, economical, ornamental, and durable. As pioneer manufacturers of metal ceilings, Northrop, Coburn & Dodge Company, 31 Cherry street, New York.

**Northrop's Metal Ceilings.**

have had much to do with bringing these ceilings and walls into general use.

Their latest catalogue, No. 9, refers to the favor with which their stamped ceilings and walls have been received in this country and abroad and says it has stimulated them to secure higher artistic effects than ever before attained. They have also reached a high degree of artistic excellence in their catalogue, which is a splendid specimen of the printer's and the engraver's art. By way of frontispiece they use a reproduction of the certificate awarded them at the Paris Exposition of 1900, where they received the highest award in their class of manufacture. Some remarkably beautiful designs for panels and plates in stamped steel are illustrated in this catalogue, which also contains full instructions for ordering and putting up stamped ceilings. Experience has suggested many improvements in construction and refinement of design which have been carried out by these pioneer manufacturers, whose aim it is to excel in this form of metal work. Ceilings of all shapes and sizes have been very successfully treated with sheet steel, and the Northrop, Coburn & Dodge Company will be pleased to submit drawings for any room to be ceiled if the necessary particulars are sent them. Their catalogue and price-list are to be had on application, and when writing the company at 31 Cherry street, New York, kindly mention THE AMERICAN ARTISAN.

## WHEELING NESTED STOVE PIPE.

For stove pipe, one-piece and adjustable elbows, stove pipe collars, flue stops and flue thimbles, etc., it may pay the dealer to inquire of The Wheeling Corrugating Company, of Wheeling, W. Va., manufacturers of Wheeling nested stove pipe, the kind that can be put together without use of hammer or rivets. "Our stove pipe is made of even colored steel, of a uniform dark blue," say the makers in their latest literature. "Each joint is highly polished and coated with a preparation to prevent rust. Our facilities for the manufacture of stove pipe and stove pipe elbows are unequaled; we use only the best material and employ only skilled labor and the quality of our product is always uniform. Our prices are right and we ship promptly." For samples, price-list, etc., address the company at the main office and works at Wheeling, W. Va., or at the Chicago branch, 23-27 N. Clinton street, and kindly mention THE AMERICAN ARTISAN.

## "TORRID" HEATING APPLIANCES.

A neat catalogue of sheet metal and hardware specialties comes from the office of the George W. Diener Mfg. Company, 83 W. Lake street, Chicago. In presenting this catalogue, the company say: "Eight years ago we commenced the manufacture of goods partly described in the following pages, having at that time bought the patents from the oldest and best-posted manufacturers of gasoline furnaces, torches and brazers. We have made many detailed improvements and adopted the name of 'Torrid' for our heating appliances, which we claim to be the most perfect working, simple, durable and economical line now offered to the mechanical trade."

Separate catalogues are issued by the Diener Mfg. Company for the various lines they manufacture. Catalogue No. 3 covers their gasoline appliances and catalogue No. 4 their sheet metal goods. In writing for catalogues specify which you require, and kindly mention THE AMERICAN ARTISAN.

## MASTER SHEET METAL WORKERS.

A timely circular is being sent out in the interests of the National Association of Master Sheet Metal Workers as part of the active campaign of organization now being carried on by President Edwin L. Seabrook and his associates. The objects of the national association and its present condition are set forth as follows:

This is an association composed of individuals, firms and corporations engaged in the sheet metal business. It is incorporated under the laws of the state of New Jersey.

Its objects are mutual co-operation in bringing about better conditions in the sheet metal trade; the correction of certain evils that have crept in through lack of organization; to resist as a unit the unjust demands of the labor unions; to assist members in case

of strikes, etc.; to provide a future supply of efficient mechanics by having the number of apprentices unrestricted, and giving the apprentice a practical old-time training.

MEMBERSHIP.

Master sheet metal workers in cities and towns are urged to form themselves into local organizations and unite with the national association as a body. The local organization can be made a great help to the master sheet metal workers. They can become better acquainted with each other; work in harmony for the benefit of one another; stop undue competition; have an understanding as to prices for repairs, etc. So many things can be done for the good of the trade if the masters in each locality would only get together, give each other the "square deal" rather than fight and cut out all the profit in the business by ill will toward each other and slashing prices.

Where no locals exist, individuals may unite by the payment of an admission fee of $5, and a nominal sum per year as dues.

Each local association is entitled to send three delegates to the convention held each year in August. The delegates elect the officers and transact all the business of the association.

Each local organization is free to manage its own affairs locally without interference or dictation from the national body, so long as their actions do not conflict with the principles, charter and by-laws of the national association.

The membership of the national association is now about one thousand firms, with local organizations in Brooklyn, Syracuse, Rochester and Buffalo, N. Y.; Hartford, Conn.; Philadelphia, Altoona, Erie, Pittsburg and Reading, Pa.; Peoria, Ill.; Camden, N. J.; Wilmington, Del.; Baltimore and Cumberland, Md.; Washington, D. C.; Norfolk, Va.; Parkersburg, W. Va.; Indianapolis and Logansport, Ind.; Saginaw, Mich.; Milwaukee, Wis.; Kansas City and St. Joseph, Mo.; Denver, Colo.; Portland, Ore.; and Toledo and Cleveland, Ohio.

WHAT THE NATIONAL ASSOCIATION IS DOING.

Whenever possible it will give assistance to its members when labor troubles occur. It is seeking to bring about the open shop by all fair and honorable means.

A joint committee composed of members of this association and manufacturers of tin roofing plate are working to bring about from architects, builders and house owners an increased demand for good tin roofing.

One of the greatest evils in the trade is the jobber selling direct to the consumer at the same discounts as to the master sheet metal worker. This association is making a strong effort to break up this practice. Local associations are urged to enter into agreements with the jobbing houses to this end. Some have already done so with good effect.

These are only a few things the association is doing to elevate the sheet metal business. The active co-operation of every one in the trade is asked, and in order to co-operate you are invited to become a member.

The largest firm and the smallest business of the individual each have interests in common which can be protected by membership in the national body.

The annual dues are only a nominal sum per year for each member.

Any further information regarding the national association or the formation of local organizations can be obtained by writing either the president or the secretary.

This plain statement of the National Association's aims and objects should result in a considerable increase of the membership. The president's office is at 2213 Chestnut street, Philadelphia.

## NOTES AND QUERIES.

SUN RAYS MANTELS AND FIRE PLACES.

From Flanegin Hardware Co., Logansport, Ind.

Please give us name of manufacturer of Sun Rays mantels and open fire places.

Ans.—Ohio Foundry Co., Steubenville, Ohio, manufacturers; also to be had of Chas. F. Lorenzen & Co., 284 North Ashland avenue, Chicago.

ADVERTISING NOVELTIES.

From J. N. Feyder, Osceola, Wisconsin.

Please give me the names of manufacturers of advertising novelties.

Ans.—F. L. Shafer Company, 161 Market street, Chicago; Advertising Results Company, 69 Wells street, Chicago.

MORRILL'S IMPROVED SAW SETS.

From G. F. Vale, Vinton, Iowa.

Kindly furnish me with the name and address of the manufacturer of Morrill's Improved saw sets.

Ans.—Charles Morrill Company, Broadway and Chambers street, New York City.

## ITEMS.

The American Sheet & Tin Plate Company will add eight hot mills to its works at Vandergrift, Pa., which are the largest sheet mill plant in the United States.

The St. Louis Tin & Sheet Metal Working Company, of St. Louis, Mo., has been incorporated with a capital stock of $100,000. The incorporators are C. F. Blanke, Louis T. Nolker, E. P. Piephe, and others.

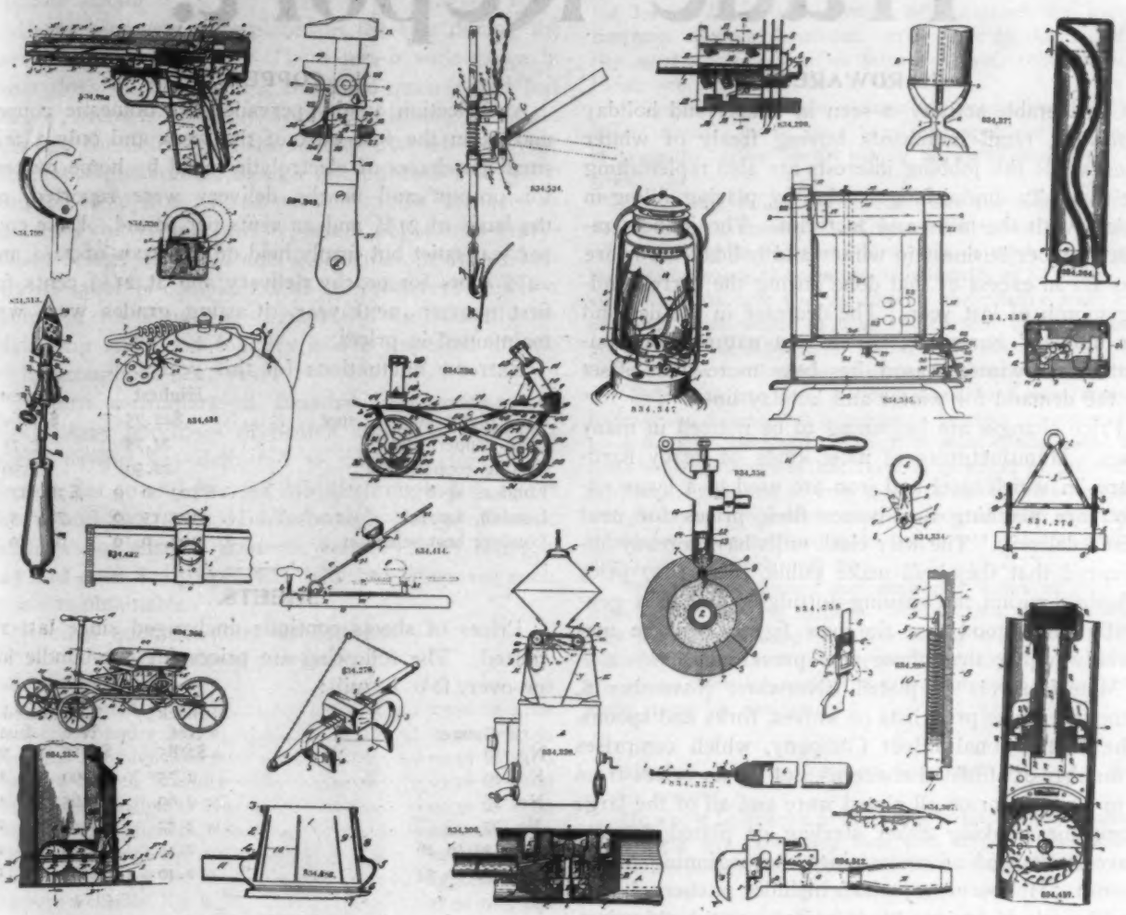
The Gerock Brothers Mfg. Company of 1227 Manchester avenue, St. Louis, Missouri, issue a complete catalogue of sheet metal ornaments and statuary and it will be cheerfully sent upon request. They make a specialty of detail work and are prepared to undertake any such work with the promise of speedy results.

The firm of Dreis & Krump, Chicago, 3214 Halsted street, manufacturers of steel cornice brakes, has incorporated under the style of the Dreis & Krump Mfg. Company. Capital stock, $20,000. The incorporators are Ed J. Dreis, H. C. Dreis and N. Krump. The factory has recently been enlarged and a large demand for the company's product is reported.

A test of seventeen years in actual use should be a pretty good means of discovering the quality of shingles and Burton's Eastlake Shingles have been subjected to that test, with the result, it is said, that they have been found to be still in good condition. Price-list can be had on application of the manufacturers, The W. J. Burton Company, Detroit, Michigan.

The "Centennial" Rain Water Cut-Off is asserted to be the strongest, most durable and cheapest cut-off on the market. It is manufactured by Cooney & Geiger, 19-21 East South street, Indianapolis, Indiana, and a patent is pending. The makers state that it is the only single cut-off made to fit corrugated and plain pipe which can be used without extra pipe or elbows. The "Centennial" cut-off can be obtained from the leading jobbers. Prices and descriptive circulars will be sent by Cooney & Geiger on request.

# NEW PATENTS.



834,255—Grate, Robert V. Brawley, Statesville, N. C. Filed Aug. 15, 1905. Serial No. 274,302.

834,258—Attachment for Platform-Scales. James L. Bryan, Hot Springs, Ark. Filed Mar. 2, 1906. Serial No. 303,930.

834,270—Load-Lifting Device. Jonathan Dale, Kinston, N. C. Filed May 9, 1906. Serial No. 315,983.

834,275—Apparatus for Fire Finishing and Polishing Glassware. Carl L. Dorer, Bellaire, Ohio. Filed Apr. 27, 1906. Serial No. 313,959.

834,282—Stove and Furnace. Frank Fieberger, Akron, Ohio. Filed Mar. 26, 1906. Serial No. 308,036.

834,299—Cutter-Head. Albert F. Heckel, Galveston, Tex. Filed June 19, 1906. Serial No. 322,453.

834,306—Automatic Boiler-Tube Cleaner. Albert F. Krause, Buffalo, N. Y., assignor of one-half to Charles C. Ladd, Buffalo, N. Y. Filed Sept. 11, 1903. Serial No. 172,732.

834,307—Fish-Hook. Frederick M. Landon, Tacoma, Wash. Filed Aug. 15, 1905. Serial No. 274,297.

834,312—Wrench. James MacLean, Boston, Mass., assignor to United States Specialty Company, Boston, Mass., a corporation of Massachusetts. Filed Apr. 25, 1906. Serial No. 313,705.

834,313—Self-Heating Soldering-Iron. Roy W. Marvell, Baltimore, Md., assignor, by direct and mesne assignments, to Bennett-Marvell Manufacturing Company, a corporation of Delaware. Filed Mar. 17, 1906. Serial No. 306,637.

834,328—Feeding Mechanism for Acetylene-Generators. Louis E. Shaw, New York, N. Y., assignor to J. B. Colt Company, New York, N. Y., a corporation of New Jersey. Filed May 4, 1905. Serial No. 258,745.

834,334—Combined Key-Ring, Tag, Cigar-Cutter, and Screw-Driver. Charles G. Taylor, Hartford, Conn. Filed Oct. 2, 1905. Serial No. 281,071.

834,338—Night-Latch Mechanism. Harry P. Townsend, New Britain, Conn., assignor to Corbin Cabinet Lock Company, New Britain, Conn., a corporation of Connecticut. Filed Jan. 15, 1906. Serial No. 296,011.

834,339—Padlock. Harry P. Townsend, New Britain, Conn., assignor to Corbin Cabinet Lock Company, New Britain, Conn., a corporation of Connecticut. Filed Feb. 8, 1906. Serial No. 300,033.

834,345—Stove. Jacob M. Utz, Duff, Ind. Filed Aug. 24, 1905. Serial No. 275,657.

834,347—Tubular Lantern. Anton W. Walter, Canton, Ohio, assignor to The Berger Manufacturing Company, Canton, Ohio, a corporation of Ohio. Filed Sept. 8, 1905. Serial No. 277,521.

834,353—Safety-Razor. Frederick H. Arnold, Reading, Pa. Filed May 28, 1906. Serial No. 319,073.

834,356—Cylinder for Treating Heated Metal. George H. Benjamin, New York, N. Y., assignor to The Coe Brass Manufacturing Company, a corporation of Connecticut. Filed May 19, 1905. Serial No. 261,177.

834,364—Radiator. James H. Davis, Chicago, Ill., assignor to American Radiator Company, Chicago, Ill., a corporation of New Jersey. Filed Mar. 10, 1902. Serial No. 97,416.

834,368—Wagon. Thomas C. Dews, Alexandria, Ind. Filed Oct. 31, 1905. Serial No. 285,340.

834,377—Range-Boiler Stand. Charles H. Foster. St. Louis, Mo. Filed Dec. 16, 1905. Serial No. 292,003.

834,398—Door-Check. Alpine McKenzie, Evangeline, La. Filed Nov. 8, 1905. Serial No. 286,393.

834,414—Fish-Line Holder and Puller. George P. Schmidt, Jr., New York, N. Y. Filed July 26, 1906. Serial No. 327,802.

834,422—Ventilator. Louis Walente, Tercio, Colo. Filed May 15, 1905. Serial No. 260,580.

834,434—Hinge for the Lids of Vessels. John H. Wilson, New Kensington, Pa. Filed Jan. 6, 1906. Serial No. 294,948.

834,459—Steam-Boiler Tube and Flue Scraper or Cleaner. Cyrus S. Dean, Buffalo, N. Y., assignor to Albert D. Jamieson, Buffalo, N. Y. Filed July 14, 1905. Serial No. 269,694.

834,526—Roller-Skate. Hobert R. Jones, Kansas City, Mo. Filed July 18, 1905. Serial No. 270,265.

834,534—Wire-Stretcher. Jason Passmore, Duncannon, Pa. Filed June 28, 1905. Serial No. 267,369.

534,545—Wrench. James B. M. Winburn, Gainesville, Ga. Filed Feb. 23, 1906. Serial No. 302,553.

834,753—Automatic Firearm. Joseph J. Reifgraber, St. Louis, Mo. Filed Apr. 13, 1904. Serial No. 202,953.

834,799—Wrench. Joseph Hartigan, Mount Pleasant, Pa., assignor of one-fourth to J. P. Keller, Mount Pleasant, Pa. Filed Jan. 26, 1906. Serial No. 298,051.

# Trade Report.

## HARDWARE.

Considerable activity is seen in winter and holiday hardware, retail merchants buying freely of winter lines, while the jobbing interests are also replenishing their rapidly diminishing stocks, by placing filling-in orders with the mills and factories. The jobbers report October business in winter and holiday hardware was far in excess of that done during the corresponding month of last year. The decrease in the demand for builders' hardware, which is a natural concomitant of the winter season, has been more than offset by the demand for winter and holiday lines.

Price changes are beginning to be noticed in many lines. Manufacturers of most kinds of heavy hardware, in which steel and iron are used to a large extent, are planning to advance their prices for next year's delivery. The wire cloth mills have already announced that they will make public their 1907 price schedule within the ensuing fortnight, and it is generally understood that the new figures will be materially higher than those now prevailing.

Manufacturers of plated silverware, November 8, announced new price lists on knives, forks and spoons. The International Silver Company, which comprises a number of affiliated concerns, put up its prices from 5 to 10 per cent on all plated ware and all of the large companies making either sterling or plated flatware have announced advances since the beginning of the month. Hollow ware, which includes pitchers, bowls, and vessels of various kinds, remains at the old prices. Manufacturers say the reason for the raise is that they now pay 5 cents more an ounce for silver bullion than they did a year ago, when the old prices were announced. The cost of labor also is said to be higher than a year ago.

Mills and factories continue far behind in making shipments on outstanding contracts for builders' hardware and delay is also experienced in securing stocks in other lines, especially in the South and West.

## TIN PLATE.

There is an active demand for tin plates which are very firmly held on the basis of $3.90 per box for coke tins, 14x20 inches. The London tin plate market continues steady at 14 shillings.

Deliveries are reported improving. Quotations:

| | |
|---|---|
| American coke tins, I. C., from store, New York— | |
| Bessemer steel, 107 lbs., 14x20 | 4.55@4.00 |
| Bessemer steel, 100 lbs., 14x20 | 4.40@4.25 |
| Bessemer steel, 95 lbs., 14x20 | 4.30@4.35 |
| Bessemer steel, 90 lbs., 14x20 | 4.20@4.25 |
| Am. charcoal ternes, 8-lb. coating— | |
| Worcester grades, 14x20, 107 lbs | 4.50@4.55 |
| Worcester grades, 14x20, 100 lbs | 4.35@4.40 |
| Worcester grades, 20x28, 200 lbs | 8.25@8.30 |
| For prompt shipment, f. o. b. mill— | |
| Coke tins, 14x20, I. C | 4.05@4.10 |
| Coke tins, 14x20, 100 lbs | 3.90@3.95 |
| Coke tins, 14x20, 95 lbs | 3.85@3.90 |
| Coke tins, 14x20, 90 lbs | 3.80@3.85 |
| Charcoal terne, 20x28, I. C | 7.50@7.55 |
| Charcoal terne, 20x28, 200 lbs | 7.20@7.25 |

Usual difference for odd sizes and weights.

## COPPER.

Anti-election apathy pervaded the domestic copper market in the fore part of the week and only a few small purchases of electrolytic metal by home melters for prompt and nearby delivery were reported, on the basis of 21¾ and 22 cents per pound. Lake copper was quiet but firmly held on the basis of 22¼ and 22½ cents for nearby delivery and at 21½ cents for first quarter next year. Casting grades were well maintained in prices.

Extreme fluctuations for this year:

| | Highest. | Lowest. |
|---|---|---|
| Electrolytic copper, spot | $22.75 | $17.62½ |
| Lake copper, spot | 22.75 | 17.75 |
| Casting copper, spot | 22.50 | 17.50 |
| London, spot | £103 0 0 | £76 17 6 |
| London, futures | 102 15 0 | 74 5 0 |
| London, best selection | 107 0 0 | 83 10 0 |

## SHEETS.

Prices of sheets continue unchanged since last reported. The following are prices for 500-bundle lots or over, f. o. b. mill:

| Gauge. | Black Net. | Galvanized. Net. | Galvanized. List. |
|---|---|---|---|
| No. 30 | $2.85 | $4.15 | 21 |
| No. 29 | 2.75 | 3.90 | 19 |
| No. 28 | 2.60 | 3.65 | 17 |
| No. 27 | 2.50 | 3.45 | 16 |
| Nos. 25 to 26 | 2.45 | 3.25 | 15 |
| Nos. 22 to 24 | 2.40 | 3.05 | 14 |

## SHEET ZINC.

The leading manufacturers of sheet zinc are holding their base price at $7.90 per 100 pounds, f. o. b. smelter, subject to the usual discount of 8 per cent. The demand continues brisk, despite the higher figures asked by the producers because of the scarcity of zinc ore.

## MERCHANT BARS.

Little change is noted in iron and steel bars, but the market is very strong. Leading interests still quote steel bars on the basis of $1.50, Pittsburgh, and bar iron is in strong demand with some heavy sales reported.

Quotations f. o. b. Pittsburgh are as follows: Common iron bars, $1.75 Pittsburgh in carload lots, $1.80 in less than carloads; Bessemer steel bars, $1.50; channels, angles, zees and tees, under three inches, $1.60. The following differentials are maintained on steel: Less than 2,000 pounds, 10c advance; less than 1,000 pounds, of a size, 30c advance.

## PIG IRON.

Rapid increases in prices offered and secured for pig iron were the feature of the week's metal markets, spot iron selling in Chicago at $25.90 for southern No. 2 and $25.50 to $26.50 for northern No. 2.

Both demand and supply are at top notches. Many production records were broken in October and with unusually favorable weather conditions November

production is expected to be almost equally large.

The market for finished products in Chicago is especially strong.

Large tonnages were placed in the east during the week for 1907 delivery. There was a wide range in quotations on tonnage for the third quarter and last half. Attempts made by heavy purchasers to obtain tonnage for delivery in the first quarter of next year had but slight results, though one purchaser of 3,000 tons of basic iron at $22 per ton at the furnaces in eastern Pennsylvania was reported. Spot iron everywhere brings increased and spectacular prices. Scarcity of labor is complained of by producers and is a factor in the situation. Prices will undoubtedly remain firm and good foundry iron is expected to rule high throughout next year.

Eastern consumers of foundry iron continue to make heavy purchases of Scotch and Middlesbrough metal, paying $23 delivered at tidewater for No. 1 Scotch, $21.50 and $22 for Middlesbrough No. 1 and $20.60 and $20.75 for Middlesbrough No. 3. Prompt deliveries of eastern domestic foundry iron brought $25 and even $25.50 per ton delivered whenever such iron was obtainable.

Nominal quotations are as follows:

CHICAGO QUOTATIONS.

| | |
|---|---|
| Lake Superior charcoal | $24.50 to 25.00 |
| Northern Foundry No. 1 | 23.50 to 24.00 |
| Northern Foundry No. 2 | 23.00 to 23.50 |
| Northern Foundry No. 3 | 22.50 to 23.00 |
| Northern Scotch Foundry | 23.50 to 24.00 |
| Ohio Strong Softeners No. 1 | 25.30 to 25.80 |
| Ohio Strong Softeners No. 2 | 24.80 to 25.30 |
| Southern Foundry No. 1 | 22.90 to 24.40 |
| Southern Foundry No. 2 | 22.40 to 23.90 |
| Southern Foundry No. 3 | 21.90 to 23.40 |
| Southern Foundry No. 4 | 21.40 to 22.90 |
| Southern No. 1 Soft | 22.90 to 24.40 |
| Southern No. 2 Soft | 22.40 to 23.90 |
| Southern Gray Forge | 21.90 to 23.40 |
| Southern Mottled | 21.40 to 22.90 |
| Southern Silveries (4 per cent to 6 per cent Silicon) | 27.40 to 29.40 |
| Jackson Co. Silveries, 8 to 10 per cent Silicon | 30.30 to 31.30 |
| Malleable Bessemer | 24.50 to 25.00 |

BIRMINGHAM QUOTATIONS.

| | |
|---|---|
| No. 1 Foundry | $17.25@18.00 |
| No. 1 Soft | 17.25@18.00 |
| No. 2 Foundry | 17.00@17.50 |
| No. 2 Soft | 17.00@17.50 |
| Gray Forge | 14.50@15.00 |

PITTSBURG QUOTATIONS.

| | |
|---|---|
| No. T Northern | $20.35@21.35 |
| Gray Forge | 19.85@20.10 |
| No. 2 Southern | 20.85@21.85 |
| Gray Forge, Southern | 18.60@18.85 |
| Bessemer | 21.85@22.85 |
| Basic | 21.60@21.85 |

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Rogers, Brown & Company will say in their weekly report:

"Every few days see a higher level reached in pig iron price, and the tonnage placed for 1907 delivery is increasing. The tonnage for the third quarter and last half of next year is being looked into but is not yet of general enough character to warrant any kind of stable market figures. Each furnace choosing to quote on such business does so according to its own ideas and there is, in consequence, a large range in quotations. The brisk trading being done is for the second quarter, and in some instances for the first half. Business for the first quarter of next year is at a standstill on account of the sold-up condition of furnaces for that period. Spot iron in all districts continues to bring increased prices and odd lots of off grades are being readily taken and prompt use made of them. So far the high prices which have been registered do not seem to be affecting consumption in the least. The urgent demand of consumers for iron on contracts continues unabated. It is believed that consumption generally has seen no setback as yet, although prices ruling are higher.

"Specialties like ferro-manganese, ferro-silicon and high silicon foundry irons, have been influenced and have acted in sympathy, prices on all having advanced during the last week.

"Each day brings up more forcibly the serious lack of skilled labor everywhere and the absolute lack of adequate labor in even the most unskilled lines of work to carry on the greatly increased operation of industries of all kinds. All employers just now feel very keenly the relative inefficiency of labor which seems to have come about with the recent prosperity. The difficulty of getting work passably well done, or even done at all, seems to be the greatest drawback which our industries are now feeling. Conditions now seem to warrant the opinion that is expressed by most consumers that good foundry iron will rule high in price during 1907. For some time consumption has been away ahead of production in domestic iron and as even the steel makers view the basic and Bessemer propositions, consumption of these is gaining tremendously on production so that prices will undoubtedly rule higher through next year.

"Heavy coke buying for next year keeps up and the reports from leading districts indicate that troubles which they have been having with car cupply and lack of labor will continue and tend to keep total production down. Prices are strong with advancing tendency, advances having been made at one or two points."

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Matthew Addy & Company, Cincinnati, will say in their weekly report:

"It would be difficult to imagine a business situation more aggravating and tantalizing than that in which the makers and sellers of pig iron now find themselves. If they only had iron free to sell they could get almost any reasonable or unreasonable price for it. And the sad part of it is that they haven't got it. The demand for iron for quick nearby and future shipment is tremendous, and the trouble is that it is out of all proportion to the supply. It is only here and there that a furnace has anything worth mentioning for the first quarter of 1907 and heavy purchases have taken up much of the iron for the second quarter. As for this year, there are only a few odds and ends here and there, and some little resale iron. Prices for spot iron have jumped to $22 Birmingham for No. 2 and for some of the choice high silicon irons considerably more is asked.

"The tonnage placed during the week has been comparatively small. This not because of any lack of inquiry, but because of the fact that there is not enough iron to fill the demands. The bulk of the buying has been for the second quarter.

"Perhaps one of the most noticeable things in the market is that certain large consumers are asking for prices for the last half of next year.

"There is yet no end in view of the strenuous conditions in pig iron. Certain it is that the furnaces are going to carry over into 1907 a heavy tonnage of iron which should have been shipped this year. This is going to interfere with the orderly shipment of next year contracts, as the old orders will natuarly have to be given preference. And with the near prospect of winter weather and the delays and stoppages that it entails, it is plain to be seen that for the next five months at least producers and consumers both are going to have their troubles. To-day in the South there is a decided shortage of cars, and in some places where there are cars there is a shortage of labor to load them.

"It will be well for consumers to accumulate a stock of coke as a reserve supply, for the shortage of cars and labor in the coke districts has been steadily growing. Coke has been in active demand, and it will so continue.

"One of the noticeable features of the trade is the short supply of basic iron."

# Current Hardware and Metal Prices.

**THE AMERICAN ARTISAN AND HARDWARE RECORD is the only publication containing western hardware and metal prices corrected weekly.**

## METALS.

### FIRST QUALITY BRIGHT PLATES.

| | | Per Box |
|---|---|---|
| IC | 14x20 | $7 25 |
| IX | 14x20 | 8 25 |
| IXX | 14x20 | 9 48 |
| IXXX | 14x20 | 10 68 |
| IXXXX | 14x20 | 11 88 |
| IC | 20x28 | 14 50 |
| IX | 20x28 | 16 50 |
| IXX | 20x28 | 18 95 |
| IXXX | 20x28 | 21 35 |
| IXXXX | 20x28 | 23 75 |

### COKE PLATES.

| | | | |
|---|---|---|---|
| Cokes, 180 lbs | IC | 20x28 | $9 00 |
| Cokes, 200 lbs | IC | 20x28 | 9 35 |
| Cokes, 216 lbs | IC | 20x28 | 9 75 |
| Cokes 270 lbs | IX | 20x28 | 11 70 |

### PIG IRON.

| | |
|---|---|
| Lake Sup. Charcoal | $22 50@$23 00 |
| North'n Fdy., No. 1 | 22 50@ 23 00 |
| North'n Fdy., No. 2 | 22 00@ 22 50 |
| North'n Fdy., No. 3 | 21 50@ 22 00 |
| Northern Scotch Fdy. | 22 50@ 23 00 |
| Ohio Strong Softeners, No. 1 | 23 30@ 23 80 |
| Ohio Strong Softeners, No. 2 | 22 80@ 23 30 |
| Southern Fdy., No. 1 | 21 90@ 22 40 |
| Southern Fdy., No. 2 | 21 40@ 21 90 |
| Southern Fdy., No. 3 | 20 90@ 21 40 |
| Southern Fdy., No. 4 | 20 40@ 20 90 |
| Southern No. 1 Soft | 21 90@ 22 40 |
| Southern No. 2 Soft | 21 40@ 21 90 |
| Southern Gray Forge | 20 90@ 21 40 |
| Southern Mottled | 20 40@ 20 90 |
| Southern Silveries, 4 to 6 per cent Silicon | 26 40@ 27 40 |
| Jackson Co. Silveries, 8 to 10% Silicon | 29 30@ 30 30 |
| Ala. and Geo. Car Wheel | 28 40@ 28 90 |
| Malleable Bessemer | 22 50@ 23 00 |
| Standard Bessemer | 23 80@ 24 80 |
| Basic, Pittsburg | 21 60@ 21 50 |

### BLACK STEEL SHEETS.

| | | |
|---|---|---|
| Nos. 11-12 | per 100 lbs | $2 50 |
| Nos. 13-14 | per 100 lbs | 2 55 |
| Nos. 15-16 | per 100 lbs. | 2 60 |
| Nos. 17-21 | per 100 lbs. | 2 65 |
| Nos. 22-24 | per 100 lbs. | 2 70 |
| Nos. 25-26 | per 100 lbs. | 2 75 |
| No. 27 | per 100 lbs. | 2 80 |
| No. 28 | per 100 lbs. | 2 90 |

### GALVANIZED.

| | | |
|---|---|---|
| Nos. 10-11 | per 100 lbs. | $2 90 |
| Nos. 12-14 | per 100 lbs. | 3 00 |
| Nos. 15-16 | per 100 lbs. | 3 10 |
| Nos 17-21 | per 100 lbs. | 3 25 |
| Nos. 22-24 | per 100 lbs. | 3 40 |
| Nos. 25-26 | per 100 lbs. | 3 60 |
| No. 27 | per 100 lbs. | 3 80 |
| No. 28 | per 100 lbs. | 4 00 |

### POLISHED SHEET STEEL.

| | | |
|---|---|---|
| No. 24 | per 100 lbs. | $4 80 |
| No. 26 | per 100 lbs. | 4 90 |
| No. 27 | per 100 lbs. | 5 00 |
| No. 28 | per 100 lbs. | 5 10 |

### SMOOTH STEEL.

| | | |
|---|---|---|
| Wood's Smooth, | No. 20 | $3 05 |
| " " | No. 22-24 | 3 10 |
| " " | No. 25-26 | 3 15 |
| " " | No. 27 | 3 20 |
| " " | No. 28 | 3 30 |

### PATENT PLANISHED SHEET STEEL.

Patent Planished Sheet Steel. "A" $10 20, "B" $9 90
Dickey Planished Sheet Steel ... 8½c

### GALVANIZED IRON.

Regular Sizes.

| | |
|---|---|
| No 16, per 100 lbs. | $3 20 |
| Nos. 18 & 20, per 100 lbs | 3 35 |
| Nos. 23 & 24, per 100 lbs. | 3 70 |
| No. 26, per 100 lbs | 3 00 |
| No. 27, per 100 lbs | 3 50 |
| No. 28, per 100 lbs | 3 70 |
| Nos. 30, per 100 lbs | 3 90 |
| Nos. 22 & 24 x 36 in., per 100 lbs. | 3 10 |
| No. 26 x 36 in., per 100 lbs. | 3 90 |
| No. 27 x 36 in., per 100 lbs. | 4 10 |
| No. 28 x 36 in., per 100 lbs | 4 30 |

### SOLDER.

| | |
|---|---|
| XXX Guaranteed ½ & ½ . per lb. | 29 c |
| Commercial ¼ & ½ per lb. | 28½c |
| No. 1 Plumbers | 27 c |

### SHEET ZINC.

| | |
|---|---|
| 600 lb. Casks case, per cwt. | 0 90 |
| 300 lb. Casks per cwt. | 7 95 |
| Sheets per cwt. | 7 70 |

### COPPER.

Copper ... base, 26

### TIN PIGS AND BARS.

| | |
|---|---|
| Banca, pigs, per lb | 35@35½c |
| Straits, pigs, per lb | 35c |
| Straits in bars, per lb | 37c |

### LEAD.

| | |
|---|---|
| American Pig | $4 60@$4 62½ |
| Bar | 6½c |
| Nation 1 (White) brands (in less than 100 lb. lots), per lb | 7½c |

*Sheet.*

| | |
|---|---|
| Full coils per 100 lbs. | $7 00 |
| Cut coils per 100 lbs. | 7 25 |

## HARDWARE.

### ADZES.

*Carpenters'.*
Triumph ... 40&10%
Plumbs ... 50&5%

*Coopers'.*
Barton's ... 20%
White's ... 15%

*Railroad.*
Triumph ... 40&5%
Plumbs ... 50%

*Ship.*
Triumph ... 33⅓&5%
Plumbs ... 40%
White's ... 12½%

### AMMUNITION.

*Caps, Percussion—per 1,000.*
F. L. Waterproof, 1-10s ... 40c
G. D. ... 35c
Musket ... 60c

*Cartridges.*
Winchester Rim Fire Ctgs. 50&3%
Winchester Cent Fire, Pistol and Rifle ... 25&3%
Winchester Cent Fire, Military and Sporting Ctgs. ... 15&8%
Winchester Blank Ctgs. 22 cal. $1 25
Winchester Blank Ctgs. 32 cal., C. F. ... 4 60
Winchester BB Caps, Rnd. ball 1 50
Winchester BB Caps, Conical ball ... 1 95
Winchester Cent. Fire, Military and Sporting Ctgs ... 15&8%

*Primers.*
Berdan Primers ... $1 00
Winchester Primers ... 20%

*Shells.*
New Rival Empty Paper Shells, 10 and 12 gauge ... 25%
New Rival Empty Paper Shells, 16 gauge ... 20%
Repeater Empty ... 20%
Leader Smokeless ... 25%
Winchester Repeater Loaded Shells ... 40&5%
Winchester Leader ... 40-10&10%
New Rival Loaded Shells ... 33⅓ & 11%

*Gun Wads—per 1,000.*
Winchester Gun Wads ... 15%

*Powder.*

| | Each |
|---|---|
| DuPont's Sporting, kegs | $4 50 |
| " " ½ kegs | 2 50 |
| " " ¼ kegs | 1 40 |
| Dupont's Sm'k'less. 50-lb. drum | 22 45 |
| " " 25-lb. kegs. | 11 35 |
| " " 12½-lb. kegs | 5 80 |
| " " 6½-lb. kegs. | 2 97 |
| " " 1-lb. cans | 51 |

*Shot.*
Drop shot, sizes smaller than B, 25-lb. bags, per bag ... 1 90
Drop shot, B and larger sizes, 25-lb. bags, per bag ... 2 15
Buck Shot, 25-lb. bags, per bag 2 15
Chilled Shot, 25-lb. bags, " 2 15

### ANCHORS.

Expansion Screw Anchors ... 10%

### ANVILS.

Trenton, 70 to 80 lbs. ... 9½c per lb
Trenton, 81 to 150 lbs. ... 9½c per lb

### ASBESTOS.

Board and Paper ... 33⅓%

### AUGERS.

*Boring Machine* ... 70%
Irwin's ... 40&10%
*Carpenters' Nut* ... 70%
*Hollow.*
Bonney's—list $30.00 ... 75&5%
Stearn's, No. 3 ... " 36 00
*Post Hole.*
Digwell, 8-inch ... per doz. 12 50
Iwan's Post Hole and Well .. 40&5%
Vaughan's, 4 to 9-in., per doz. 6 25
*Rafting.*
Snell's ... 50&5%
*Ship.*
Ford's, with or without screw 40-5%
Snell's, " " " 40-5%

### AWLS.

*Brad.*
No. 3 Handled ... per doz. $0 40
No. 1050 Handled ... " 80
Shouldered, assorted, 1 to 4, ... per gro. 1 20
Patent asst'd, 1 to 4 .. " 85
*Harness.*
Common ... " 95
Patent ... " 90
*Peg.*
Shouldered ... per gro, $1 20
Patent ... " 60
*Scratch.*
No. 1, handled ... " 4 80
No. 15, socket handled. per doz. 1 25
No. 7 Stanley ... " 1 80
*Sewing.*
Common ... per gro. 90
Patent ... " 90

### AXES.

*Boy's Handled.*
Lippincott, 3 lb ... per doz. $5 00
Falls City ... " 5 00
*Broad.*
Plumbs, West, Pat ... 40-12½%
" Can. Pat ... 50%
" Firemen's (handled). ... per doz $18 50
Plumbs, Miners (handled) " 6 50
*Single Bitted* (handled).

| | | |
|---|---|---|
| Gladiator | 3 to 4 lbs., pr dz. | $10 00 |
| Flint Edge | " " " | 8 25 |
| Standard | " " " | 8 25 |
| Elec. Chopper, Forest Clipper | | 950 |
| Perfect Premier | " " | 9 00 |
| Crown | " " " | 9 25 |

*Single Bitted* (without handles).

| | | |
|---|---|---|
| Gladiator | 3 to 4 lbs. per doz. | $7 25 |
| Flint Edge | " " | 5 75 |
| Standard | " " | 5 75 |
| Electric Chopper | " " | 7 00 |
| Perfect | " " | 6 50 |
| Crown | " " | 5 00 |

*Double Bitted* (without handles).

| | | |
|---|---|---|
| Gladiator | 3 to 4 lbs. per doz. | $9 75 |
| Flint Edge | " " | 8 50 |
| Perfect | " " | 9 75 |

The above prices on axes of 3 to 4 lbs. are the base prices.
3½ to 4½ lbs. advance 25c.
4 to 5 lbs. advance 50c.
4½ to 5½ lbs. advance 75c.

### BAGS, PAPER NAIL.

| Pounds | 10 | 16 | 20 | 25 |
|---|---|---|---|---|
| Per 1,000 | $2.50 | 3.75 | 4.50 | 5.00 |

### BALANCES, SPRING.

Frary's ... 50%
Pelouze ... 30%

### BARS, CROW.

Pinch or Wedge Point ... cwt. $3 25

### BASKETS.

*Clothes.*
Small Willow ... per doz. $5 75
Medium " ... " 6 50
Large " ... " 7 25
*Galvanized Iron.* ½ bu. 1 bu. 1½ bu
Per doz. ... $4 75 6 50 8 00

### BEATERS.

*Carpet.* Per doz
No. 10 Coppered Spring Wire .. $0 90
No. 12 Spring Wire ... 1 10
No. 10 Preston ... 95
*Egg.* Per doz
No. 50 Imp. Dover ... $0 70
No. 103 " " tinned ... 85
No. 150 " " hotel ... 1 40
No. 10 Heavy hotel tinned ... 2 10
No. 13 " " " ... 3 20
No. 15 " " " ... 3 60
No. 18 " " " ... 4 50

### BELLOWS.

*Blacksmiths'* ... 65%
*Hand.*
8 inch ... per doz. $7 50
10 inch ... " 9 50
*Moulders'.*
12 inch ... " 11 00

### BELLS.

*Call.*
3 in. Nickeled Rotary Bell, bronzed base ... per doz. $5 00
*Cow.*
High Grade ... 60&10%
Kentucky ... 70&10%
*Door.* Per doz.
New Departure Automatic ... $6 00
Rotary.
3 in. Old Copper Bell ... 4 00
3 in. Old Copper Bell, fancy ... 6 00
3 in. Nickeled Steel Bell ... 4 50
3½ in. Nickeled Steel Bell ... 5 00
*Hand.*
Hand Bells, polished ... 50&10&5%
White Metal ... 50%
Nickel Plated ... 40%
Swiss ... 60&5%
Silver Chime ... 33⅓%
*Miscellaneous.*
Church and School, steel alloy ... 50&10%
Farm, lbs ... 40 50 75 100
Each ... $1.25 1.60 2.35 2.85

### BEVELS, TEE.

Stanley's, rosewood handle, new list ... 40%
Stanley's iron handle ... 40%

### BINDING, OILCLOTH.

Zinc ... 80&10&5%
Brass ... 75&5%
Brass Plated ... 75&10%

### BITS.

*Auger.*
Extra Double Spur ... 70&10%
Ford's Car and Machine ... 40&10%
Triumph ... 50&5%
Ford's Ship ... 40&10%
Irwin ... 50&5%
Russell Jenning's ... 25&10%
Clark's Expansive ... 60&5%
Steer's " Small list, $22.00 .. 30%
" " Large " $26.00 .. 30%
Irwin Car ... 45%
Ford's Ship Auger pattern Car ... 40&10%
*Center* ... 40&10%
*Countersink.*
No. 18 Wheeler's ... per doz. $1 25
No. 20 " ... " 1 75
American Snail head. " 75
" Rose " " 90
" Flat ... " 75
Mayhew's Flat ... " 1 25
" Snail ... " 1 25
*Dowel.*
New Jennings ... 40&10%
*Gimlet.*
Standard Double Cut ... 60%
German Pattern ... per doz. $0 60
German ... " 65
Gouge ... " 80
Spoon ... " 80
Countersink ... " 1 00
*Reamer.*
Jenning's Square ... " 2 50
Standard Square ... " 75
German Octagon ... " 75
*Screw Driver.*
No. 7 Common ... " 50
No. 1 Triumph ... " 1 25
No. 2 " ... " 1 50
No. 340 Shepardson's .. " 1 25
No. 1 Smith's ... " 1 25

BLACKING, STOVE. (See Polish)

BLADES, SAW.

*Butchers'.*
Standard ⅞ & 1⅛ in. ..... 40%
Clock Spring ..... 40%
Star ..... 15%
Coil ..... each $1 50

*Hack.*
Disston's ..... 25&5%
Flexible ..... $3⅓&5%
Star ..... 20&5%

*Wood.*
Jackson's ..... per doz. $2 25
Disston's—No. 6, 16, 26 & 045 .. 4 25
Triumph ..... 3 50
Forest Clipper ..... 3 00

BLOCKS.

*Snatch.*
Wooden ..... 60&10%
Steel ..... 50%

*Tackle.*
Iron Strapped ..... 70&10%
Com. Steel ..... 60&10%

BOARDS.

*Stove* ..... 40%

*Wash.*
Globe, single ..... per doz. $2.75
" double ..... " 3 25
Magnolia ..... " 3 15
Crystal Glass ..... " 3 75
Brass King ..... " 3 75
Nickel Plate ..... " 3 75
Enamel King ..... " 3 75

BOBS, PLUMB.

*Carpenters'.*
No. 2, iron ..... per doz. $0 65
No. 00, " ..... " 1 30
No. 0, " ..... " 1 80
No. 3, lead ..... " 2 90
No. 4, " ..... " 3 40
No. 113, brass plated. " 1 10
No. N30, nickel plat'd " 1 30
No. N31, " " " 1 85

BOLTS.

*Carriage, Machine, Etc.*
Carriage ⅜x6 and sizes smaller and shorter ..... 70&10%
Carriage, sizes larger and longer than ⅜x6 ..... 60%
Machine, ⅜x4 and sizes smaller and shorter ..... 70&10%
Machine, sizes larger and longer than ⅜x⅜x4 ..... 60&5%
Elevator ..... 50-10&5%
Plow ..... 60&10%
Stove ..... 80&10%
Tire ..... 75&5%
Wagon Box Strap ..... 70%

*Mortise Door.*
Gem, iron ..... 60%
" bronze plated ..... 20%

*Barrel.*
Cast ..... 60%
Wrought ..... 75&10%
" Bronzed ..... 50%

*Flush.*
Wrought ..... 50&10%

*Spring.*
Wrought ..... 70&10%
" Heavy ..... 70%

*Square.*
Cast ..... 50&10%
Wrought ..... 75%

BORERS.

*Angular.*
Miller's Falls ..... per doz. $13 00

*Bung.*
Doz.
Enterprise Mfg. Co.'s No. 1 .... $14 00
" " " No. 2 .... 18 50

BOXES.

| *Mail*, No. | 1 | 2 | 10 |
|---|---|---|---|
| Per doz. | $3.25 | 4.50 | 17.50 |

*Miter.*
New Langdon ..... 15&5%
Stanley's ..... 30%
Seavey's ..... each $1 50

BRACES.

Barber's ..... 50&10&10@50&10&15%
Fray's Genuine Spofford's ..... 60%
" Nos. 66 to 146 ..... 50%
" No. 0108 ..... $3 50
" No. 0110 ..... 3 75
" No. 08 ..... 2 75
" No. 010 ..... 2 85

BRACKETS.

*Hay-Rack.*
Wenzelmann's No. 1 per doz. $9 00
" No. 2 " 9 60

*Shelf.*
Cast Iron, Bronzed ..... 50, 10, 5%
Griffin Wrought Steel ..... 75&10%
" Folding ..... 70&10%

BROILERS.

Wire ..... 70&10%
Crown, Self Basting, No. 80 doz. $2 50

BUCKETS.

*Pump Rubber.*
Wychoff ..... per gr. $4 75
Cooper ..... " 4 75
Champion ..... " 7 50
Victor ..... " 9 25
Star ..... " 5 00
IXL ..... " 6 75

*Well.*

| Galv'd Qts | 10 | 12 | 14 |
|---|---|---|---|
| Per doz | $2.90 | $3.25 | $3.40 |

Wooden, top ear, plain, per doz 3 75
" " swivel " 4 85

BUCKS, SAW.

Folding ..... per doz. $2 10

BURRS, RIVETING.

Copper Burrs only ..... 15%
Tinners' Iron Burrs only ..... 70%

BUTTS.

*Cast Iron* ..... 70&5%
*Wrought Brass* (New List) ..... 30%
*Wrought Steel Bright.*
Stanley ..... 75&5%
" Ball Tip ..... 75&10%
" " Bronzed ..... 70%
*Wrought Steel, Japanned.*
Nos. 731 and 733 ..... 70-10-10&10%

CALIPERS.

Double ..... 70%
Inside and Outside ..... 70&10%
Wing ..... 70%

CALKS.

*Logger's Boot.*
(Lufkin R. Co.'s), per M ..... $3 75

*Toe.*
Shoenberger ..... per ℔ 5 c
Bessemer ..... " 4½c
American ..... " 7 c
Swedes ..... " 8½c

CANS.

*Cheese Factory.*
Ontario Pattern.

| Gallons | 20 | 30 | 40 |
|---|---|---|---|
| Each | $4.25 | $5.00 | $6.25 |

*Milk.*
Holstein.

| Nos. | 300 | 301 | 302 |
|---|---|---|---|
| Gals | 5 | 8 | 10 |
| Per doz | $24.00 | $25.00 | $27.00 |

Chicago Pattern.

| Nos. | 105 | 108 | 110 |
|---|---|---|---|
| Per doz | $20.00 | $22.50 | $24.00 |

Iowa Pattern.

| Nos. | 408 | 410 |
|---|---|---|
| Per doz | $24.50 | $25.50 |

New Elgin Pattern.

| Nos. | 705 | 708 | 710 |
|---|---|---|---|
| Per doz. | 27.00 | $29.00 | $30.50 |

Burn Pattern.

| Nos. | 700 | 701 |
|---|---|---|
| Gals | 8 | 10 |
| Price | $2.40 | $2 65 |

CAN OPENERS.

See Openers.

CAPS, GUN.

See Ammunition.

CARPET STRETCHERS.

See Stretchers.

CARRIERS.

*Hay.*
Diamond, Regular ..... each $3 50
Diamond, Sling ..... " 6 50
Myers' Imperial ..... " 3 50
" Clover Leaf ..... " 3 65

CARTRIDGES.

See Ammunition.

CASTERS.

*Standard*—Ball Bearing ..... 50&10%
*Bed* ..... 60&5%
*Common Plate.*
Brass Wheel ..... 60&10%
Iron and porcelain wheels, new list ..... 60&5%
Philadelphia Plate, new list .. 70%
Martin's ..... 60%
Payson's ..... 75&10%

CATCHERS, GRASS.

Carroll s No. C ..... per doz. $4.25
Wildermuth's

| Nos | 1 | 2 | 3 |
|---|---|---|---|
| Per doz | $5.60 | $5.75 | $6.25 |
| Nos | 4 | 5 | 6 |
| Per doz | $6.75 | $9.50 | $10.00 |

CHAIN AND CHAINS.

*Breast Chains.*
Doubleslack ..... doz. pairs $5 75
With Covert snaps. " 5 00
With slide ..... " 3 25
Without slide ..... " 2 85

*Bright Ox Chains.*
⅝ in. $7.25; ¾ in. $5.45 per 100 lbs.

*Cable Coil Chain.*

| Inch | 5/16 | ¼ | 3/16 | ⅛ |
|---|---|---|---|---|
| Per 100 lbs. | $10.80 | $8.00 | $7.00 | $6.20 |

| Inch | 7/16 | ⅜ | ⅝ | ½ |
|---|---|---|---|---|
| Per 100 lbs. | $6.00 | $5.90 | $5.75 | $5.65 |

| Inch | ¾ | 1 | 1¼ |
|---|---|---|---|
| Per 100 lbs. | $5.55 | $5.55 | $5.65 |

*Cable Log Chain.*
Advance 25c per 100 lb. on Cable Coil

*Cow Tie Chains.*
American 3 toggle ..... 50&5%
" toggle and snap ... 50&5%
" open & closed ring, 50&5%

*Halter Chains.*
American, new list ..... 33⅓&5%
German ..... 60&5%
Niagara, new list ..... 40&5
Brown's, " ..... 40&5%

*Picture Chains.*
Light Brass, 3 ft. ..... per doz. 50c
Heavy Brass, 3 ft. ..... " 75c

*Pump Chain.*
Galvanized, per 100 lbs. ..... $5.00

*Safety Chain.*
Brass ..... 60&10%

*Special Steel Loading Chain.*

| Inch | ⅜ | 7/16 | ½ |
|---|---|---|---|
| Per 100 lbs. | $16.00 | $13.50 | $12.50 |

*Stretcher Chains.*
7/16 in. $8.50; ½ in. $7.75 per 100 lbs.

*Tie-Out Chains.*
Brown's ..... 70&10%

*Trace Chains.*
Western Standard.
6½—6-2 ..... per pair 30c
6½—8-2 ..... " 31c
6½—8-3 ..... " 33c
6½—10-2 ..... " 38c
7 —8-2 ..... " 38c
7 —10-2 ..... " 42c
7 —10-1 ..... " 48c
7 —10-0 ..... " 60c
Add 2c per pair for Hooks.
Add 2c " for Twist Link.

*Wagon Stay Chains.*

| Inch | ⅜ | 7/16 | ½ |
|---|---|---|---|
| Per 100 lbs. | $6.50 | $6.00 | $5.50 |

CHALK, CARPENTERS'.

Blue ..... per gross 75c
Red ..... " 65c
White ..... " 55c
Common White Sch'l Crayon ..... 8c

CHARCOAL

In bags ..... per bag 85c

CHECKS, DOOR.

Blount ..... 33⅓%
Sargent's ..... 33⅓%

CHIMNEY TOPS.

Iwan's Volcano ..... 50%

CHISELS.

*Box.*

| Inches | 10 | 12 | 14 |
|---|---|---|---|
| Round, per doz. | $2.10 | $2.25 | $2.75 |
| Flat " | 2.85 | 3.00 | 4.20 |

*Cold.*
Good quality, ¾ in. and larger ..... per ℔ 12c
Smaller size per doz.

*Socket, Framing and Firmer.*
Barton's ..... 20%
Ohio Tool Co's ..... 75-10%
For beveled back, add per doz. .60c

*Tanged, Firmer.*
With handles ..... 30&5%

*Choppers, See Cutters, Meat.*

CHUCKS, DRILL.

Goodell's, for Goodell's Screw Drivers ..... per doz. $6 25
Yankee, for Yankee Screw Drivers ..... 5 00

CHURNS.

| Anti-Bent Wood, Gal. | 5 | 7 | 10 |
|---|---|---|---|
| Each | $3.90 | $4.60 | $4.85 |

Belle, Barrel ..... 65-7½%

| Common Dash, Gal. | 4 | 5 | 6 |
|---|---|---|---|
| Per doz | $7.75 | $8.50 | $10.50 |

| Union, Gal | 5 | 7 | 10 |
|---|---|---|---|
| Each | $3.65 | $3.90 | $4.75 |

CLAMPS.

*Adjustable.*
Martin's ..... 30%

*Carpenters'*
Steel Bar ..... 25%

*Hose.*
Sherman's, brass, ¾ in., per doz. .33c
Double, brass, ¾ in., " 65c

*Saw Filers.*
Disston's list, $30.00 ..... 30%
Stearn's, No. 0, $3.50; No. 1, $11.50; No. 3, $5.00 doz.
Wentworth's. No. 1 $5.00; No. 3 $7.50

CLAWS, TACK.

Cast, wood hdle ..... per doz. 45@60c
Forged steel, wood hdle " $0.80
Solid Steel ..... " 1.60
Giant ..... " .60

CLEANERS.

*Drain.*
Iwan's Adjustable ..... 55%
Iwan's Stationary ..... 40&5%

*Pot.*
Wire ..... per doz. $0.55

*Side-walk.*
Steel ..... per doz. $3.25
XLCR ..... 65&5%

CLEAVERS.

*Family.*

| Griffin, In | 6 | 7 | 8 |
|---|---|---|---|
| Per doz | $5.50 | $5.75 | $6.25 |

Royal ..... per doz. 2 25

*Butchers.*
Beattys, Kitchen ..... 40%

CLEVISES.

Malleable ..... 4½c ℔

CLIPPERS.

Bolt ..... $1.90@$4.75

CLIPS.

*Axle* ..... 65&5%

*Damper.*
Standard ..... per doz. 65c
Troy ..... " 38c

*Hame* ..... " 17c

CLOTH.

*Emery.*
Star ..... 50%
B. & A ..... 50%

*Hardware Wire*—full rolls (100 ft.)
2 to 8 mesh black, per 100 sq. ft. $1 95
9 to 12 " " " " " 2 25
2 to 3 inclusive—in full roll ..... 3 00
4 and 5 ..... " ..... 3 25
6 ..... " ..... 3 50
7 and 8 ..... " ..... 4 00

*Screen Wire.*
12 mesh, painted, per 100 sq. ft.
14 " " " "

COCKS AND FAUCETS.

Compression Plain Bibbs ... 60-10-2½%
Lever Bibb Cocks ..... 60&10%
Compression Hose Bibbs ..... 60&5%
Telegraph Faucets (new list) ... 50-5%
Racking Cocks (new list) ..... 60&10%
Compression Lock C'ks(n'w list) .. 70%
Andrew's Brass Faucets ..... 70%
Angle Plug Faucets, per doz. ... $0.85
Milk Can Faucets, per doz. .. $2.60-4.20
Petroleum Faucets ..... 75&10%

COLLARS, STOVE PIPE.

| Inches | 5 | 6 | 7 |
|---|---|---|---|
| *Plain Tin* ... per gro. | $1.60 | $2.00 | $3.00 |
| *Japanned Tin* " | 3.00 | 3.00 | 4.25 |
| *Lacquered Brass* " | 2.75 | 3.25 | 4.00 |

COMBS, CURRY.

| Nos | 000 | 11 | 15 | 89 | 89 | 108 |
|---|---|---|---|---|---|---|
| Per doz. | $0.32 | .55 | 1.85 | .85 | 1.10 | .75 |
| Nos | 299 | 230 | 390 | 532 | 620 | 1400 |
| Per doz. | $1.00 | .80 | 1.30 | 1.15 | .70 | 1.35 |

COMPASSES.

*Carpen'ers'* ..... 70%
*Pencil*—Faber's ..... per doz. $1.00

COPPER—See Metals.

COPPERS.

*Soldering.*
1 ℔ ..... per ℔ 38c
1½ ℔ ..... 33c 2 ℔ .... " 34c
3 ℔ and larger ..... " 31c

CORD.

*Picture.*
White Wire (new list) ..... 80-10-5%

*Sash.*
Baltic Braided Flax ..... per ℔ 20c
Silver Lake, white 7-32 in. " 29c
" " " 8-32 in. " 29c
Keystone ..... 8-32 in. " 26c

CORKSCREWS.

Humason & Beckley ..... 33⅓%
Walker's ..... 33⅓%
Williamson's Regular ..... 50%
Williamson's Forged Worm ..... 50%

COTTERS, SPRING.

All sizes—new list ..... 90&30%

COUPLINGS, HOSE.

Brass ..... per doz. $ .90
Brass Plated ..... " .85

COVERS, WAGON—See Tents.

CRADLES, GRAIN.

Morgan's Grapevine ... per doz. $22.75

CRAYONS—See Chalk.

CROW BARS.

Pinch or Wedge Point, per 100 lbs. $3.25

CUTTERS.

*Glass.*
Red Devil ..... 45¢
Smith & Hemenway Co. ..... 50¢
Woodward ..... 40¢
*Meat.*
Enterprise Nos. 5, 10, 12, 22, 32 and 42 ..... 25¢
No. 202, list, $1.50 ea. ..... 40&7½¢
Universal... Nos. 1 2 3
Per doz ..... $10.50 $12.50 $17.00
*Pipe.*
Stanwoods... No. 1 2 3
Each ..... $0.85 $1.50 $4.00
*Slaw and Crout.*
3-knife Crout ..... per doz. $9 75
1-knife Slaw ..... " 1 65
2-knife " ..... " 2 25
*Washer* ..... " 7 75

DAMPERS, STOVE PIPE.

Standard ..... 50&10¢
American ..... 45&10¢

DIES, STOCKS AND

Discount ..... 40&5¢
King's, Little Giant ..... 33⅓¢

DIGGERS.

*Post Hole.*
Acme ..... per doz. $8 75
Atlas ..... " 8 50
Eagle ..... " 5 75
Eureka ..... " 7 00
Hercules ..... " 9 75
Iwan's Split Handle ..... " 7 00
Iwan's Perfection ..... " 7 75
Iwan's Hercules pattern " 9 00
Ryan's ..... " 17 00
See also Augers—Post Hole.

DOOR CHECKS—See Door.

DOORS, SCREEN.

¾ in. 4-panel painted, per doz. $7 98
1¼ in. " " " 9 50
1¼ in. 3-panel natural pine, fancy ..... per doz. 12 40

DOOR HANGERS—See Hangers.

DRILLS.

*Bit Stock* ..... 60¢ & 65&5¢
*Blacksmith's Twist* ..... 60¢
*Breast.*
Common ..... each, $3 25
Millers Falls ..... " 2 10
*Hand*
Goodell's Automatic.
Nos. ..... 01 03 3 20
Per doz .. $7.75 $12.50 $14.25 $11 00
Goodell's Single Gear per doz. 15 75
Millers' Falls " " " 12 75
" " Double " " 15 25
*Reciprocating*
Goodell's ..... per doz. $16 50
*Bit Stock.*
Standard List... 60&5¢@60¢@10¢

DRIVERS, SCREW.

Hurwood ..... 40-10&10¢
Standard ..... 65&10¢
Lock Ferrule ..... 60¢
Champion ..... 50¢
" Pattern ..... 70¢
Clark's Interchangeable ..... 30¢
Edison ..... 60¢
Reed's Lightning ..... 45&5¢
Goodell's Spiral ..... 50, 10, 5&2½¢
Yankee Ratchet ..... 50¢
" " Spiral ..... 50&10¢
Smith & Hemenway Co. ..... 40&5¢

EAVES TROUGH. GALVANIZED.

Territory. L. C. L.
Eastern ..... 80¢
Central ..... 75&10&7½¢
Southern ..... 70&20&7½¢
Western ..... 70&20&7½¢
S. Western ..... 70&20¢
Terms, 2¢ for cash. Factory shipments generally delivered.

See also conductor pipe and elbows.

EGG BEATERS—See Beaters.

ELBOWS.

*Adjustable Stove.*
Inches ..... 5 6 7
Smooth, per doz. $0.70 $0.75 $1.10
Plan'd " 1.80 2.00 2.65
*Corrugated Conductor.*
Discount ..... 75&10¢
*Corrugated Stove.*
Inches ..... 5 6 7
Smooth, per doz. $0.70 $0.80 $1.30
Pol'd " 1.30 1.40 2.10
Plan'd " 2.00 2.20 3.00
*Four-Piece Stove.*
Inches ..... 5 6 7
Smooth. per doz. 0 10 $0.52 $0.80
Pol'd " .80 1.00 1.20
Plan'd " .20 1.40 2.40

EMERY CLOTH—See Cloth.

EMERY, TURKISH.

| Size | 5-lb. pkgs. | ½ kegs, | kegs |
|---|---|---|---|
| No. 60 to 150, per lb. | 6c | 4c | 4c |
| Flour | 5c | 3c | 3c |

ENAMEL, IRON.

Nubian, ½-pt. cans ..... per doz. 1 65
Peerless ..... 1 25

EXTRACTORS, PIG.

See Forceps, Pig.

EYES.

*Bright Wire Screw*—See Goods, B. W
*Drifting Pick* ..... 60, 10&5¢
*Hooks and—*
Brass ..... 60¢
Iron ..... 70¢

FASTENERS, STORM SASH

Schroeder's ..... per doz. 85
Sensible ..... " 1 15

FAUCETS—See Cocks.

FILES AND RASPS.

Disston's ..... 75&10¢
Delta ..... 70¢

FLUE STOPPERS—See Stoppers.

FORCEPS, PIG.

Superior ..... per doz. $4 75
Whisson's Imp ..... " 5 25

FORKS.

These goods are sold net this year.
*Barley.*
Steel, New List ..... 65&10¢
Wood, 4 tines, per doz ..... $3.25
*Coal, Coke, Cottonseed* ..... 33⅓&5¢
*Hay.*
Jackson, 2 tine ..... 60&10¢
" 3 " ..... 65¢
" 4 " ..... 65&7½¢
Digging ..... 70¢
Scoop ..... 33⅓¢
*Header.*
Jackson, 3 tine ..... 65¢
" 4 " ..... 65¢
*Manure.*
Jackson, 4 tine ..... 60&10¢
*Ore* ..... 40¢
*Spading.*
Jackson ..... 70&5¢

FRAMES.

*Hack Saw.*
Union ..... per doz. $5 75
Jenning's ..... " 6 00
Cast ..... " 2 50

FREEZERS, ICE CREAM.

*Arctic.*

| Qts. | 1 | 2 | 3 | 4 | 6 |
|---|---|---|---|---|---|
| Each | $1.10 | 1.30 | 1.50 | 1.80 | 2.30 |
| Qts. | 8 | 10 | 12 | 15 | |
| Each | $2.95 | 3.80 | 4.50 | 5.20 | |

*White Mountain.*
20 qt., New Platform ... each $19 10
25 qt., " " " 23 60
25 qt., Sampson Power . " 43 50
40 qt., " " " 58 25

GAUGES.

*Butt and Rabbet.*
Stanley R. & L. Co.'s ..... 20&10¢
*Cream Pail.*
Fairmont ..... per doz. $3 75
*Marking, Mortise, etc.*
..... 50&10¢
*Saw.*
Atkin's, single, 55c; Dbl. 80c per doz
*Wire.*
Disston's ..... 25¢

GIMLETS.

Discount ..... 35@40¢

GLASS, WINDOW.

First two brackets ..... 90&15¢
Above " " ..... 90&10¢

GLASSES, LEVEL.

Stanley R. & L. Co. ..... 50&5¢

GLUE.

*Bulk.*
B Amber ..... per lb. 11 c
A White ..... " 14 c
H. S. Amber ..... " 15½c
*Liquid.*
Army & Navy ..... 40¢
Le Page's—
List "A" ..... 37½¢
List "B" ..... 33⅓¢
List "C" ..... 25¢

GOODS.

*Bright Wire* ..... 90&10¢

GREASE, AXLE.

*Wood Boxes.*
Diamond ..... per gro. 5 50
Frazer's ..... 9 50
Hub Lightning ..... 5 25
Paragon ..... 6 75
*Wood Pails.*
Frazer's, 15 lb. 80c; 25 lb. $1.30 each
Hub Lightning, 15 lb. 55c; 25 lb. 70c each.
*Tin Cans.*
Chamellene Graphite.
1 lb. per gross ..... $9 50
3 lb. per gross ..... 25 00
5 lb. per gross ..... 37 00

GRIDDLES.

*Soapstone* ..... 40&10¢

RINDSTONES.

*Family.*
Inches ..... 7 8 9
Per doz ..... $8.25 9.00 10.50
*Loose.*
Per ton ..... $30 00@$31 00
*Mounted.*
Ball Bearing ..... 1 2 3
Each ..... $3.15 3.00 2.85
Common Bearing .. 1 2 3
Each ..... $3.00 2.80 2.65

GUN WADS.
(See Ammunition.)

HAFTS, AWL.

*Brad.*
Common ..... per doz. $0 19
*Peg.*
Common ..... " 22
Patent, plain top .... " 47
" leather top... " 52
*Sewing.*
Common ..... " 22
Patent ..... " 52

HALTERS.

Jute Rope ..... per doz. $0 85
Sisal Rope ..... " 1 85
Web ..... " 1 75
Leather, rope tie ..... " 6 50
" leather tie .... " 8 50

HAMMERS, HANDLED.

*Blacksmiths' Hand.*
Plumbs ..... 60&5¢
*Engineers'.*
Plumbs ..... 60&5¢
*Farriers'.*
Plumbs ..... 40&12½¢
*Machinists'.*
Plumbs ..... 60&5¢
*Nail.*
Plumbs ..... 40&12½¢
Quaker City ..... per doz. $3 00
Cast ..... " 1 10
Maydole's ..... 30&5¢
*Riveting.*
Plumbs ..... 40&12½¢
*Shoe.*
Cast ..... per doz. 75c
*Tack.*
All Iron ..... per doz. $0 35
Pol'd Iron, Hickory hdl. " 50
Mall. Iron. Inlaid ..... " 1 55
Magnetic ..... 1 2 3
Per doz ..... 70c 80c $1.00
Magazine ..... per doz. $4 75

HAMMERS, HEAVY.

*Heavy Hammers and Sledges.*
Under 5 lbs ..... 75&10¢
5 lbs. and over ..... 80¢
*Masons'.*
Single & Double Face ..... 75&10¢

HANDLES.

*Auger.*
Common Assorted ... per doz. $0 38
Peck's Adjustable ... " 2 10
Ives' " ... per set 1 35
*Axe* ..... 60¢
*Chisel*
Hickory, Tanged Firmer, Assorted, 33c; Large, 38c per doz.
Hickory, Socket Firmer, Assorted, 27c; Large, 30c per doz.
Applewood, Tanged Firmer, Assorted, 29c; large, 38c per doz.
Applewood Socket, Firmer, Assorted ..... per doz. 24c
*Coal Pick* ..... 50&10¢
*Drifting Pick* ..... 50&10¢
*File*, assorted 13c, large 16c per doz.
*Hammer.*
Adze Eye ..... per doz. 40c
Blacksmiths' ..... per doz. 40c@70c
Machinists' ..... " 45c@70c
*Hatchet* ..... per doz. 40c
*Hay and Manure Fork* ..... 30¢
*Hoe and Rake* ..... 30¢
*Saw.*
Plain ..... per doz. 75c
Varnished ..... " 80c
*Screw Driver.*
Assorted ..... " 37c
Large ..... " 48c
*Shovel and Spade* ..... 33⅓¢

HANGERS.

*Barn Door*
Challenge ..... 60&10¢
Peerless ..... 70&10¢
Silver Star ..... 60&5¢
Storm King ..... 60@5¢
World's Best ..... 50¢
Wagner's Adjustable ..... 70&10¢
Warehouse ..... 60¢
Griffin ..... 70&10¢
*Conductor Pipe.*
Griffin ..... 70&10¢
Iwan's Perfection ..... 5[illegible]
*Eave Trough.*
Baker's ..... per gro. $8 35
Imperial ..... 30¢
Wire ..... 35¢
*Parlor Door.*
Acme ..... per set $3 75
Ives' Improved ..... " 2 50
Lane's Standard ..... " 3 50
" New Model ..... " 3 10
Le Roy Noiseless ..... " 4 00
Richards' ..... 40-10&5¢

HASPS.

Hinge, Wrought ..... 50&5¢
With Staples—See Staples.

HATCHETS.

Challenge ..... 40¢
Blood's ..... 40&10¢
Cast Claw ..... per doz. $1 20@1 45
Cast Shingling .... " $0 95@1 20
Germantown ..... 40¢
Plumb's ..... 40&5¢
Underhill's Star Lath ..... 40&10¢

HAY KNIVES.

See Knives.

HAY RACK BRACKETS.

Wenzleman's No. 1 .... per doz. $ 9 00
" No. 2 .... " 9 00

HINGES.

*Blind.*
Clark's Gravity ... per doz. sets 80c
Parker's ..... 65¢
Shepherd's Noiseless, for Wood casing ..... per doz. 1 05
*Gate.*
Clark's ..... 1 2 3
Hgs & Latch .... doz. $2.35 2.60 3.65
Hinges only .... " 1.70 1.90
Latches only ... " .70 .75
Knuckle ..... per doz. prs. $6 00
Leed's ..... " sets 6 75
Superior ..... " prs. 9 50
*Spring.*
American ..... 20¢
Bommer Bros. Ball B'g Floor .. 35¢
Bommer Bros. Spring Hinges .. 40¢
Chicago ..... 25&5¢
Columbia Dbl. Acting .... 40&10&5¢
Gem ..... 25¢
Ideal Detachable .... per gro. $11.10
Matchless ..... 30¢
New Idea ..... per gro. $8.40
Oxford ..... 20¢
*Wrought Iron.*
New Lists .....
*Griffin.*
Light Strap Hinges ..... 65&10&5¢
Heavy Strap Hinges ..... 75&10¢
Light T Hinges ..... 60&10&7½¢
Heavy T Hinges ..... 55&10¢
Extra Heavy T Hinges .... 70-10&5¢
Cor. Heavy Strap ..... 75&10¢
Cor. Ex. Heavy T ..... 70&10&5¢
*Screw Hook and Strap.*
6 to 12 in ..... per 100 lbs. $3 90
14 to 20 in ..... " " 3 65
22 to 36 in ..... " " 3 40
*Screw Hook and Eye.*
⅜ in ..... per 100 lbs. $6 55
½ in ..... " " 7 60
⅝ in ..... " " 9 45

HOES.

Garden ..... 75&5¢
*Grub.*
Extra ..... 70¢
Hazel ..... per doz. $5 00
Ladies' and Boys' ..... 75&10¢
Mortar ..... 80¢
Planter's Eye ..... 62½¢
Weed ..... 75&15¢

HOLLOW WARE—See Ware

HOOKS.

*And Eyes.*
Brass ..... 50&10&5¢
Iron ..... 65&10¢
*Awning* ..... per gro. $1 80
*Belt.*
Brown's ..... 70&5¢
Jones' ..... 65&5¢
*Bench.*
See Stops, Bench.

*Box.*
Inch..... 6 8 10 12
Per doz..... $1.35 1.65 1.75 2.3
Humason & Beckley's, per doz. 2 5
(See Goods, Bright Wire.)
*Bush.*
Common Axe Handle, per doz. $7 0
*Chain.*
Inch... ¼&5/16 ⅜ 7/16 ½
Per 100 $7.60-8.10 9.75 11.50 12 6
*Clothes Line.*
Japanned.....per doz. 22c@24c
Galvanized..... " 40c
*Coat and Hat.*
Cast Iron .....per gro. 72c@$1 5
Gem Wire.....70¢
*Conductor.*
Malleable.....50&10¢@50&10&5¢
Wrought .....40&10¢@50¢
*Corn.*
Common, unpolished, per doz. $1 35
" polished.... " 1 80
"Cut Easy"..... " 2 75
*Gate.*
See Goods, Bright Wire.
*Grass.*
Common. Nos..... 2 3 1
Per doz.....$1.50 1.60 1.70
German.....per doz. 1 75
Little Giant..... " 3 00
*Hammock.*
With Plate.....per doz. 50c
With Screw..... " 45c
*Lambrequin*, or Drapery, per gro. 21c
*Picture* .....50¢@50&10¢
*Potato and Manure*.....70&12½¢
*Screw.*
Brass.....80&5¢
(See Goods, Bright Wire.)
*Seat Spring*.....per ℔. 5½c

HOOPS, TUB.

Ever Ready .....per case $1 70

HOSE, GARDEN.

3 ply ¾ in. 35 ℔. pressure per ft....4½c
3 " ¾ " 50 " " " ....6½c
3 " ¾ " 70 " " " ....6½c
3 " ¾ " 70 " " " ....8 c
4 " ¾ " 80 " " " ....8 c
4 " ¾ " 80 " " " ....9½c
6 " ¾ " 125 " " " ....10½c
8 " ¾ " 150 " " " ....12c
Cotton ¾ in. 75 ℔. pressure per ft. 6c
" ¾ " 150 " " " 8c

HUSKERS.

*Boss.*
Nos..... B BB E 200
Per doz..... $2.00 2.00 1.75 .80
Nos..... L PP P K
Per gro..... $5.40 6.00 6.00 10.50
Nos..... 2000 3000 O
Per gro..... $3.50 9.00 24.50
Nos..... 60 59 64 68
Per doz..... $2.15 2.15 .95 1.45
*Brinkerhoff's.*
Per gro.....$14 40
*Clark's*
Nos..... 1 63 200 400
Per doz.... $0.40 .75 .75 1.75
Nos..... 200s 40s 3s 4s
Per doz..... $0.85 1.50 1.25 1.25
Nos..... A AB F
Per doz.....$3.00 $4.25 $2.50

IRON.

See Metals—First column.

IRONS.

*Curling.*
Common.....per doz. 33c@48c
Princess .....per doz. $0 65
Yale..... " 84
Oxford ..... " 1 15
Ruby ..... " 1 5
Tourist, Folding..... " 90
*Pinking* ..... " 70
*Plane.*
Wood Bench.....20&5¢
Stanley R. & L. Co. (new list) ...25¢
*Sad.*
Charcoal.....per doz. $11 00
Common, Polished, per 100 ℔. 3 75
" Nickel plated, " 4 75
Chinese Polishing.....per doz. 7 4
Laundry. No. 1 ..... " 5 7
" No. 2 ..... " 6 2
Mrs. Pott's,
No. 50 J, Enterprise...per set 70c
No. 55 J, " ... " 76c
No. 50 T, " ... " 82c
No. 55 T. " ... " 79c
No. 50, Howells..... " 75c
No. 55, " ..... " 79c
Tailors' Sad.....per ℔. 4½c
" Geese ..... " 4½c
*Tuyere.*
Single Duck Nest.....per doz. $5 2
Double " " ..... " 6 2
Sutton .....each 2 6

JACKS.

*Locomotive*..... 70¢
*Wagon.*
Oliver.
Nos ..... 0 00
Each..... $0.60 $0.85
Standard.
Nos..... 1
Each..... $0.60 1.00
Wilcox.
Nos..... 1 2 3
Each..... $0.85 1.20 2.00

KETTLES.

Brass.....15¢
Cauldron .....40&5¢
Copper.....per ℔. 27c
Muslin .....65¢
Sugar .....50¢

KNIVES.

*Beet Topping.*
Clyde, 9-in. Scimiter Blade, dz. $3 85
California.....3 40
*Cooper's Hoop*.....15¢
*Corn.*
Clipper.....per doz. $1 75
Disston's..... " 2 75
Earle's..... " 3 00
Woodford..... " 2 25
*Drawing.*
Standard .....70¢
Adjustable.....15¢
Barton's Carpenters'.....10¢
Folding Handle.....25&5¢
*Hay.*
American, Sickle Edge..doz $10 50
Canton, Sickle Edge..... " 8 25
Heath's ..... " 8 00
Iwan's Sickle Edge..... " 9 50
Iwan's Impv'd Serrated.. " 10 00
Lightn'g. Holt's Genuine " 6 50
Lightning Pattern..... " 6 00
Wadsworth's Sp'r Point " 8 50
*Hedge.* "
Challenge ..... ....per doz. $6 00
Disston's..... " 3 75
*Mincing.*
Common, Single ..... " 40
" Double ..... " 50
Streeter, 1 Blade..... " 1 30
" 6 Blade..... " 2 00
*Putty.*
Common..... " 60@1 00
Lander's..... per doz. $1 40@1 75
*Scraping.*
Beech Handle.....75@1 00
Lander's.....5 25@6 00

KNOBS.

*Door.*
Mineral .....per doz. $0 73
Porcelain ..... " 83
Jet..... " 83

LADDERS.

*Common Long.*
Per ft .....9c@14c
*Extension.*
Per ft .....12c
*Step.*
Common, per ft.....6½c
" with Shelf, add 10c.
Keystone.....15c
Triumph, per ft .....20c

LANTERNS.

*Bull's Eye Police.*
3-in. Flash Light.....per doz.$6 00
2¾-in. Regular..... " 4 00
3-in. Regular..... " 5 00
*Tubular.*
Buhl.....40&10&5¢

LEADERS, CATTLE.

Nos ..... 1 2 3
Per doz..... $0 55 $0 70 $2 75

LEATHER, LACE.

*Cut*.....40&10¢
*Glues.*
Ex. Quality.....per sq. ft. 24c

LEATHERS, PUMP.

Valve and Plunger .....45¢

LIFTERS.

*Stove Cover.*
Coppered.....per gro. 1 75@3 65
Ideal..... " 5 50
Alaska, Coppered " 4 00
" Nickeled. " 5 00
*Transom.*
Payson's.....80¢

LINES.

*Chalk.*
Twisted in 20-ft. hanks.
Nos..... 4 6 7 8 9
Per gross $1 50 2 00 2 25 2 50 3 00
Twisted in 50-ft. balls.
Nos..... 1 2 3 4
Per doz..... 25c 30c 35c 41c
Braided in 20-ft. hanks.
Nos..... 0 1 2 3
Per doz..... 23c 25c 31c 35c
Masons', in 100-ft. hanks..doz... 80c
*Clothes.*
60-ft. Jute.....per doz. $0 95
72-ft. " ..... " 1 15
60-ft. Sisal ..... " 1 40
72-ft. " ..... " 2 15
50-ft. Cotton ..... " 1 15
50-ft. Braided Cotton. " 1 25

LINING, STOVE.

In Bricks.....per crate 42c

MACHINES.

| *Boring.* | | Without Augers | With Augers |
|---|---|---|---|
| Angular..... | per doz. | 3 00 | 4 40 |
| Upright.... | " | 2 60 | 4 00 |

*Leather Riveting.*
Chicago, Pomeroy....per doz. $9 00
Excelsior ..... " 2 00
Handy ..... " 2 00
Little Giant..... " 3 00
Pony, Pomeroy..... " 7 20
*Washing.*
Boss 1 2 5
Per doz.....$55.20 61.80 68.40
Winner.....per doz. 54 00
Keystone ..... " 54 00
Round Wayne..... " 36 50
U. S. Steel..... " 60 00
Advance, f.o.b. Chic'go " 24 50

MAIL BOXES.

See Boxes.

MALLETS.

*Carpenters'.*
Fibre Head, Small ...per doz. $5 00
" " Medium. " 5 75
" " Large... " 7 00
Round Hickory..... " 1 75
" Lignumvitæ .. " 2 85
Square Hickory..... " 1 75
" Lignumvitæ.. " 3 40
*Tinners'.*
Applewood ..... " 1 70
Hickory..... " 75@1 15
Hickory Sheet Iron.. " 1 90

MATS.

*Door.*
National Rigid.....50, 10&5¢
Acme Steel Flexible.....33⅓¢
*Stove.*
No. 2. .....per gross. $3.25
No. 1. ..... " 3.50
No. 1 Asbestos Toasters, or wire-covered Stove Mats, with handle.....per doz. 1.10
No. 2 Asbestos Toasters, with ring.....per doz. .60

MATTOCKS.

Warwood .....70¢
Extra .....60¢

MAULS.

Iron. lbs. .....10 13 16 1
Per doz. .....$4.00 4.50 5.25 5.60
Wood face, lbs. 10 12 14
Per doz .....$5.00 5.50 6.00
*Wood Choppers'.*
Lake Super'r & Oregon Pat. 75&10¢

MEASURES.

| | ½ pk. | 1 pk. | bu |
|---|---|---|---|
| Galvanized. per dz. | $2.25 | $3.00 | $3.85 |
| Japanned... " | 1.75 | 2.45 | 3.15 |

MICA.

First Quality.....15¢
Second Quality.....20¢

MILLS, COFFEE.

Enterprise .....25¢
Parker.....50¢
Arcade .....50¢

MITRE BOXES.

See boxes.

MOPS.

*Erie*.....per doz. $3 15
*Handled Cotton.*
Pounds..... ¾ 1 1¼ 2
Per dozen...$2.00 2.35 2.65 3.25

MOWERS, LAWN.

*Ball-Bearing.*
Inches..... 14 16 18 20
Each .....$6.25 6.75 7.25 8.00
*Cheap Grades.*
Inches..... 12 14 16 18
Each .....$2.25 2.25 2.35 2.50
*Clipper* .....50, 10&10¢
*Yale.*
Inches..... 4 16 18 20
Each.....$3.50 3.75 4.00 4.35
*Philadelphia.*
All Styles Except A & E 60, 10&10¢
Style A.....50&10¢
Style E, High Wheel..60,10,10&10¢
Drexels.....40¢
All Day.....Net Price

NAILS.

*Cut Steel*.....rates, $2 10
*Horse Shoe.*
Ausable .....55&5¢
Capewell .....15¢
Perfect .....55&5¢
Putnam .....20-5¢
Star.....35&5¢
Clover Leaf..... ....per lb. net, 10½c
*Picture.*
Brass Heads.....25¢
*Brads*.....85¢
*Furniture* .....30¢
*Wire.*
Small Lots.....$2 15
Carload " ..... 2 05
Cement Coated..... 1 90

NAIL PULLERS.

See Pullers.

NAIL SETS.

See Sets.

NETTING, POULTRY.

Galvanized before Weav'g.
" After Weaving
Cut Pieces.....65&5¢

NIPPERS.

*End Cutting.*
Stubb's Pattern. Ins. 5½ 6
Per dozen ..... $4.00 $4.25
*End and Diagonal Cutting.*
Swedish Side.....75¢
Utica Drop Forge & Tool Co...60¢
*Hoof.*
Heller's .....40&10¢
V. & B..... " .....55-5¢

NOZZLES.

*Hose.*
Genuine Gem.....per doz. $3 15
Magic..... " 3 50
Mystic..... " 2 90

NUTS, HOT PRESSED.

*Square Blank.*
In. ¼ 5/16 ⅜ 7/16 ½ ⅝
℔. 9½c 8c 6½c 5½c 5½c 5c 4½c
*Square Tapped.*
In. ¼ 5/16 ⅜ 7/16 ½ ⅝ ¾
℔. 12½c 10½c 8c 7½c 6½c 6½c 6c
For 5 lb. boxes add ½c per ℔. to above prices.

OILERS.

*Chase Pattern*
Brass and Copper.....60&10&5¢
Zinc .....60&5¢
*Engineers'*
Cannon.....55¢
Tin.....per doz. $2.00@$2.25
*Machine.*
Common .....per doz. $0 50
Copper Plated Steel.. " 85
Malleable Iron.....60, 10&5¢
Jappaned..... .....65@75c

OPENERS.

*Box.*
Inches..... 10 12 14
Flat .per doz $2.85 3.60 4.15
Round " 2.10 2.25 2.75
*Can.*
Delmonico.....per doz. $1 30
Never Slip..... " 0 65
*rate.*
V. & B..... " 5 75

OUTFITS, COBBLING.

Home.....per doz. $11 50
Economy..... " 4 50
Fireside..... " 10 00

PADLOCKS.

Standard Wrought .....70&5¢
Champion .....50¢
Eureka.....40, 10&5¢
Yale .....60&5¢

PAILS.

*Cream.*
14-qt., without Ga....per doz. $3 50
20-qt., " " .... " 3 00
20-qt., with Gauge.... " 3 50
*Sap.*
10-qt., Galvanized.....per doz. 1 75
12-qt., " ..... " 2 00
*Stock*
Galvd. qts. 14 16 18 20
Per doz.....$3.75 4.00 4.75 5.25
*Water.*
Galvanized, qts 10 12 14
Per doz .....$1 75 2.00 2.35
*Wood.*
Cable, 3-Hoop..... .per doz. $1 70
" 3-Hoop..... " 1 90
Cedar, 3-Hoop..... " 2 85
Standard, 2-Hoop..... " 1 60
" 3-Hoop..... " 1 80

PANS.

*Dripping*.....60&5¢
*Fry.*
Common.....75&10¢
Acme .....70¢
*Roasting.*
Paxton.
Nos..... 1 2 3 4
Per doz.. $4 75 $5.75 $6 50 $7.50
Neverburn.. 4.00 4.50 5.50 6.50
Savory No. 200 .....per doz 8.50

PAPER.

*Building.*
Plain .....per 100 lbs. $1 10
Tarred..... " 1 20
Tarred Felt..... " 1 65
No. 20, Red Rosin ..... pr roll 40
No. 30, Red Rosin ..... " 55
*Sand and Emery.*
Challenge.....50&10¢
B. & A.....50¢
*Wrapping*
Drab Floer.....per ℔. 3½
Rag..... " 3

### PARERS

*Apple.*
Bay State.....per doz. $13 00
Turntable ..... " 00
White Mountain .... " 4 75
Reading ..... " 6 50

*Potato.*
Goodsell's Saratoga 10½ in. doz. 6 50
" " 5 in.. " 5 50

### PICKS.

Adze Eye Ore .....65&7½%
Drifting and Poll Picks.....65&7½%
Extra Railroad .....65&7½%
Surface.....65&5%

### PINCERS.

Carpenters', cast steel.

| In. | 6 | 8 | 10 | 12 |
|---|---|---|---|---|
| Per doz. | $1 80 | $2 40 | $2 80 | $3 50 |

Blacksmith's .....45%
Heller's .....40%

### PINS.

*Clothes.*
Common.....per box of 5 gro. $0 52
Hoyt's..... " " 31
U. S..... " " 70

*Picket.*
Fluted 15 in.....per doz. $0 70
" 21 in..... " 1 60
Spiral ..... 1 90

### PIPE.

*Conductor.*
Territory.
Eastern.....60&30%
Central.....70%
Southern .....65&10%
Western.....65&10%
Southwestern.....60½&7½%

*Lead.*
Full coils.....per ℔. 7½c
Cut " ..... " 7½c

*Stove.*

| Acme—In. | 5 | 6 | 7 |
|---|---|---|---|
| Smooth, per jt.. | 8½c | 9½c | 10½c |
| Planished " .. | 32 c | 33 c | 43c |
| Peerless—Smooth. | 7½c | 8 c | 9½c |
| Polished | 14½c | 15½c | 18c |
| Plan'hed | 28 c | 31 c | 35½c |

| Made-up—In. | 5 | 6 | 7 |
|---|---|---|---|
| Smooth ..... | 7½c | 8c | 9½c |

7 to 6 in. Smooth Tapers, pr jt..13c
6 in. Smooth T's..... " ..27c
7 to 6 in. Planished Tapers.....45c

*Yale Patent Lock Pipe—Stove.*

| | 5" | 5½&6" | 7" | 7 to 6" |
|---|---|---|---|---|
| | —Cents— | | | |
| Battle Ax Blue Smooth Steel. | 6 | 6½ | 7½ | 8 |
| Double Lock Peerless Blue Smooth Steel. | 6¾ | 7¾ | 8¾ | 8¾ |
| Can't Slip Blue Smooth Steel. | 6¾ | 7¾ | 8¾ | 8¾ |
| Duplex Polish'd Blue Smooth Steel..... | 8¾ | 9¾ | 10¾ | 10¾ |
| Yale Russia Fin | 15¾ | 16¾ | 17¾ | 17¾ |
| Plan'h'd Duplex | 29¾ | 30¾ | 37 | 38 |
| Galvano, Galvanized Iron.. | 15 | 16 | 17 | 17½ |

If wanted made up, add per joint for grooved, 1c; riveted, 1½c. Crating made-up pipe extra.

*Wrought Iron Gas Pipe*
⅛-in., black.....discount, 60%
¼-in. ..... " 60,10&5%
⅜-in. to 6-in., black... " 70%
7 " 12 " .. " 62½%
⅛ galvanized " 42%
¼ " " 50%
⅜ " 6 " " 57½%
7 " 12 " " 45%

### PLANES.

Sargent Iron Bench.....60&10%
Stanley Iron Bench.....25&10&5%

### PLANTERS.

*Corn.*
Monitor.....per doz..$7 75
Triumph..... " .. 6 00
Segment..... " .. 9 00

*Potato.*
Acme.....per doz..$6 25
Challenge..... " ..11 00
Pingree..... " .. 2 25
Eureka ..... " .. 6 25

### PLATES, TIN.

See Metals in Column 1.

### PLIERS.

*Button's*—In. 4½ 6 8 10
Per doz.....$2.75 $3.35 $4.15 $5.15

*Button's Pattern.*
In. 4½ 6 8 10
Per doz.....$2.15 $2.40 $2.90 $3.75

*Cutting.*
Bernard's.....30%
Lodi.....50%

*End and Diagonal Cutting.*
Swedish Side .....70%
Utica Drop Forge & Tool Co....50%

*Fencing.*
Farmers' Choice....per doz ..$8 00
Russell's..... " .. 8 25

*Flat and Round Nose.*
Bernard's.....30%
German .....65%
Lodi.....50%
Paragon.....50%

*Gas*—In. 6 8 10 12
Per doz...$2.35 $3.00 $4.00 $5.00

*Tinner's.*
Hollow..... ....40%
Solid..... each..5½c

### PLUMBS AND LEVELS.

Common.....70&5%
Cook's.....40%
Davis' Iron.....25%
Davis' Inclinometer.....15%

*Stanley's.*

| Nos. | 00 | 0 | 2 | 3 |
|---|---|---|---|---|
| Per doz.. | $4.50 | $5.00 | $7.35 | $8.40 |
| Nos. | 30 | 25 | 50 | 35 |
| Per doz. | $12.00 | $17.00 | $17.00 | $12.00 |

### POINTS.

Drive Well Points.....75&10%

### POKERS—STOVE.

Wr't Steel, str't or bent, pr doz.$0.55
Wr't Steel, wood hand'ls " " .80
Nickel pl'td, coil hdl's.. " " .65

### POKES—ANIMAL.

Brown's, wr't steel, per doz.$5.00@6.00

### POLISH.

*Metal.*
Pride of the Bar.....$1.60
Putz Cream.

| Pts. | 1-6 | ½ | 1 |
|---|---|---|---|
| Per doz..... | $0.80 | $1.10 | $1.65 |

| Pts. | 1 | 2 | 8 |
|---|---|---|---|
| Per doz | $2 75 | $4.50 | $7.50 | $12.50 |

White Silk half pints, per doz.$2.00
White Silk, 6 oz. cans, per doz. 1.00
Wondershine

| Pts. | 1-6 | ½ | 1 | 2 |
|---|---|---|---|---|
| Per doz..... | $0.70 | $1.35 | $2.25 | $3.00 |

*George William Hoffman.*
U. S. Metal Polish Paste, 3 oz. boxes, per doz., 50c; pr. gro ..$4.55
½-lb. boxes, per doz..... 1.20
1-lb. boxes, per doz..... 2.25
U. S. Liquid, 8 oz. cans, per doz., $1.25; per gro.....12.00
Barkeepers' Friend Metal Polish, per doz., $1.75; per gro..18.00

*Shoe.*
M. D. C.....per doz. 36c@50c
F. C. O..... " .....40c
T. M..... " 55c@$1.75
Imperial.....per gr.....$5.00

*Stove.*
Black Eagle, 1 ℔ cans. pr gr..$15.00
Black Silk—
5 ℔. pail.....$0 70
Paste, 5 oz. cans....per doz. 75
Paste, ½ lb. cans.... " 1 00
Liquid, ½ pint cans..per doz $1 00
Liquid, 6 oz. cans... " 75
Steel Range Gloss.... " 1 75
Blackene, 1 ℔ cans....pr gro. 13 00
Black Jack, ½ ℔ cans.. " 9 25
Dixon's Carb. of Iron.. " 5 75
Nickel Plate..... " 4 50

### POPPERS, CORN.

Round or Square, 1 qt. per dz, ..$ 95
Square, 1½ qt..... " 1 10
Square, 2 qt..... " 1 25
2 qt. Reversible..... " 1 60

### POTS, FIRE.

Bernz.....each $3 85
Clayton & Lambert's, ea..$4 75@8 25
Gate City.....each 6 25
Gem.....ea..$6 75@8 50

### POWDER.

See Ammunition.

### PRESSES, FRUIT AND JELLY.

Enterprise Manufacturing Co....25%
Hemis .....per doz. $1 85

### PRIMERS.

See Ammunition.

### PRUNERS.

Disston's Pole.....per doz. $6 50
Henry's Improved..... " 75&10%
Water's Improved..... " 80%

### PULLERS.

*Cork.*
Daisy.....each $3 10
Phoenix..... " 1 40
Quick and Easy..... " 2 70

*Nail.*
Giant.....per doz..$10 50
Giant Pattern..... " .. 6 00
Jumbo ..... " .. 9 00

*Tack*—Giant ..... " .. 40

### PULLEYS.

*Awning*—Jap'd.....60%
*Clothes Line*.....50&10%
*Hay Fork.*
Iron Wheel, 5 in.....per doz. $1 75
Wood Wheel, 6 in.... " 1 75
Wood Wheel, 6 in., pass knot..... " 2 15
*Hot House*—Jap'd .....50&10%
*Screw*..... " .....60%
*Side* ..... " .....50&10%
*Sash.*
Clark's .....per doz $0 36
Common Sense, 2 in .. " 22
" Pattern. 2 in.. " 20
Empire..... " 20
Ideal..... " 20

### PUMPS

*Pitcher Spout.*

| Nos. | 1 | 2 | 3 | 4 |
|---|---|---|---|---|
| Each ..... | $.98 | 1.12 | 1.25 | 1.60 |

*Spray.*
Blizzard.....per doz. $14 50
Cyclone, tin..... " 3 40
" copper ..... " 6 75
Daisy..... " 9 00
Little Giant.....each 2 25

### PUNCHES.

*Conductors'.*
No. 22.....per doz. $2 25
*Machine*.....per ℔. 19
*Saddlers'.*
Common.....per doz. 60c@70c
Good..... " 72c@84c

### PUTTY.

*In Bladders.*
Strictly pure.....per 100 lbs. 2 35

### RAIL.

*Barn Door.*
Crescent T..... 4½c
Double Flange..... 2½c
Matchless, 1 in..... 3c
Matchless, 1½ in ..... 3½c
Storm King..... 4c
World's Best ..... 7c

*Sliding Door.*
Painted steel.....per ft. 4½c
Bronzed wrought iron... " 8½c

### RAKES.

*Coal* or Wood.....per doz. $5.20

*Garden.*
Steel.....70&10%
Steel, bow.....70&10%
Malleable Iron, heavy.....70&5%

*Hay.*
Wood.....$1.50@$3 00

*Lawn*—Wood.
XXX .....per doz. 3 00
Automatic ..... " 5 25
Lawn Queen..... " 3 00
Jumbo, 36 teeth..... " 5 50

### RASPS—See Files.

### RAZORS.

Bo-ras-ic .....50%
Red Devil.....50%
Tree Brand .....50%

### REGISTERS.

List December 5, 1904.

Black and White Japanned.....70%
Nickel Plated.....70%
Electroplated, Brass, Bronze or Copper.....70%

### RINGS

*Bull.*

| | 2½ in | 3 in. |
|---|---|---|
| Copper..... | | |
| Per doz..... | $1.40 | $1.80 |
| Rea's Impro'd Self Piercing copper, pr d'z. | 2.00 | |
| Steel per doz.. | .85 | .95 |
| Nickel Plated | 1.35 | ... |

*and Ringers*—Hog.
Blair's Rings .....per doz. $0 58
Blair's Ringers..... " 75
Brown's Rings..... " 50
Brown's Ringers..... " 80
Champion Ringers... " 1 60
Hill's Ringers..... " 70
Hill's Ring, boxes..... " 47
Major Rings ..... " 60
Perfect Ringers..... " 95
Wolverine Rings..... " 1 40
Wolverine Ringers... " 80

*Fruit Jar.*
White.....per ℔ 30c

*Key.*
Split, round.....per doz. 17c
Split, square..... " 32c
Ball, Round..... " 32c

### RIVETS.

*and Burrs.*
Copper Belt .....20%
Coppered Iron.....70&5%
Tinners' .....70%
*Hame* .....per ℔. $0 10
*Slotted Clinch*.....per doz. 40c@45c
*Tubular.*
Nos. 1 and 2 assorted sizes, doz. 45c

### RIVET SETS.

See Sets.

### ROPE.

*Cotton.*
¼, 5-16-in. Com. on reels..per ℔. 11½c
¼, 5-16-in. Com. in coils .. " 12c
¼, 5-16 Imperial in coils . " 21c

*Sisal*
Rates.....10½c
Premier, rates.....per ℔. 8½c

*Pure Manila.*
Rates..... " 13½c
Premier, rates ..... " 12½c

### RULES

Boxwood.....60&5%
Ivory .....

### SASH WEIGHTS.

See Weights

### SAWS.

*Back.*
Atkins'.....40%
Disston's .....30&5%
Jackson's.....30&5%

*Butchers'.*
Atkins' Nos. 1, 2, 3, 5, 7..... 40%
Atkins' Nos. 77, 78.....60%
Atkins' No. 79..... .....50&5%
Disston's..... .40&5%

*Circular.*
Atkins'.....50%
Disston's.....50%
Hiles'.....50&10%

*Compass.*
Atkins' Nos. 2 & 3 .....40%
Atkins' Nos. 4 & 5.....40&10%
Common.....per doz. $1.35@$1.60
Disston's.....25&7½%

*Cross-Cut.*
Atkins'.....35&40%
Disston's..... 40&10% &50%

*Dehorning.*
Atkins'.....per doz. $5 50
Disston's..... " 5 75

*Hack.*
Atkins'.....40%
Disston's.....25%
Keystone.....30%

*Hand and Rip.*
Atkins'.....40%
Brown's .....30&7½%
Disston's No. 7.....30&10%
Disston's Nos. 8, D8, 12, 76, 112, D100, and 120 (new list) 25&10%
Keystone.....35&5%
Enterprise, hand.....per doz. $5 00
Our Saw, hand..... " 4 00
Our Saw, rip..... " 4 50

*Keyhole*—Disston's.....30&5%
Atkins' No. 5.....40&10%
Atkins' No. 6.....40%

*Kitchen.*
Atkins'.....50&10%
Sterling.....25%

*One Man* .....50%

*Panel.*
Atkins'.....40&10%
Brown's.....30&7½%
Disston's No. 7.....35&5%
Disston's No. D100.....30&5%

*Pruning.*
Atkins' Nos. 1, 2 & 3.....35%
Atkins' Nos. 5, 6 & 7.....40%
Brown's.....25&7½%
Disston's.....30&5%

*Wood.*
Atkins'.....40&10%
Common.....per doz. $4 50
Clover Leaf..... " 6 50
No. 44 Bishop..... " 6 50
Perfection ..... " 8 00
Crescent..... " 5 00

### SAW BUCKS—See Bucks.

### SAW SETS—See Sets.

### SAW TOOLS—See Tools.

### SAW FRAMES.

Common, plain.....per doz. $1 25
" painted.... " 1 70

### SCALES.

*Counter.*
Pelouze.....40&10%

*Platform.*
Osgood.....50%

### SCOOPS.

*Grain.*
½ Bu. "Hercules,"..per doz. $13 75
1 " " " 15 00

### SCRAPERS.

*Box.*
Stanley's Adjustable, per doz.$3 00
Triangular..... " 4 00

*Cabinet.*
Cast Steel..... " 60c@75c
Stanley's No. 80..... " $7 80

*Road.*

| Cub'c ft. | 7 | 5 | 3 |
|---|---|---|---|
| Without runners, ea. | $1.00 | 2.75 | 2.50 |
| With runners.... " | 4.25 | 4.00 | 3.75 |

### SCREWS.

*Bench.*

| Iron, in,..... | 1 | 1½ | 1¾ |
|---|---|---|---|
| | $3.25 | $3.75 | $4.50 |

Wood, white maple..per doz. $3 50
*Hand*—Wood.....20&5%
*Hand Rail*.....80&10%
*Jack* .....70&10%
*Lag or Coach*—all sizes, gimlet pointed.....75&5%
*Saw*—Centennial.

| Nos. | 1 | 2 | 3 | 4 | 5 | 6 |
|---|---|---|---|---|---|---|
| Per doz. | 18c | 20c | 26c | 30c | 23c | 25c |

*Wood.*
F. H. Bright.....87½&10&5%
R. H. Blued.....85&10%
F. H. Jap'd.....82½&10%
F. H. Brass.....85&10%
R. H. Brass.....80&10%
R. H. Nickel Plated.....80%

### SCYTHES.

Clipper, grain.....per doz. $9 50
Clipper, grass ..... " 6 75
Vulcan..... " 6 50
Honest Dutchman..... " 6 50
Be Ve B..... " 8 00

### SHAVING SETS.

Smith & Hemenway.....60%

### SETS.

*Nail.*
Round, common.....per doz. $0 33
Square, " ..... " 42
Octagon " ..... " 33
No. 5 Square..... " 75
Cup Point, knurled, pr. doz..... 75
*Rivet.*
Farmers'.....per doz. $1 20
Tinners'.....50&10%
*Saw.*
Aiken's Pattern.....per doz. $3 50
Common Lever..... " 1 20
Disston's Monarch..... " 6 50
" X Cut..... " 12 00
German..... " 1 05
Morrill's Old Style..... " 5 00
" Pattern..... " 3 25
Leach's..... " 90
Nash's Hand..... " 3 15
" X Cut..... " 4 20
Stillman's Lever..... " 1 30
" X Cut..... " 2 50

### SHARPENERS, SKATE.

Diamond.....per doz. $1 60
Smith & Hemenway.....20%

### SHAVES, SPOKE.

Iron.....per doz. $1.10@$1.85
Wood..... " 2.75@ 4.75
Bailey's.....50&5%
Goodell's.....15%
Stanley's Universal.....30&5%

### SHEARS.

*Pruning.*
Buckeye, No. 1.....per doz. $5 75
" No. 2..... " 7 40
California Pat., 9 in..... " 3 20
" " 10 in..... " 4 00
Draw Cut, No. 3..... " 13 75
" " No. 4..... " 16 50
Henry's Pat. 0 01 14 012
Per doz.....$1.40 $2.10 $2.90 $2.80
Star.....per doz. $4.00
*Sheep*—No. BBA.
Inches..... 6 6½ 7
Reg. Grip..... $11.25 $11.50 $12.00
Nar. Grip, doz. 11.00 11.25 12.25
*Tinners'*—See Snips.

### SHEAVES, SLIDING DOOR.

*Common.*
Inches..... 3 4 5
Per set..... $0.34 $0.42 $0.70
*Hatfield's.*
Per set..... .75 1.00 1.60

### SHELLS—See Ammunition.

### SHELLERS, CORN.

Union..... per doz. $6.75

### SHIELDS.

Expansion Bolt Shields.....50&10%

### SHOES.

*Conductor*.....60&10%

### SHOE POLISH—See Polish.

### SHOT—See Ammunition.

### SHOVELS AND SPADES.

*Coal.*
No. 2 Woodford.....per doz. $5 50
No 182. ..... " 6 00
Ames' new list.....Discount 12½%
Per Doz.
Neverbreak, hollow bck, blk. $15 75
National..... " " " 14 75
Buckeye..... " " " 10 00
Mohawk..... " " " 9 00
*Drain.*
Iwan's Perfection.....50%
*Railroad, Etc.*
Black Diamond.....per doz $10 50
Crescent..... " 5 75
Keystone..... " 6 75
Star..... " 4 75
Vaterland..... " 9 50
Hollow Back..... " 4 75
Ames' new list.....Discount 12½%
*Snow.*
Per doz.....$1.65@$9.00
*Alaska Steel.*
D Handle.....per doz. $3 50
Long Handle..... " 3 00

### SINKS.

*Cast Iron.*
Painted.....60%
Enameled, White.....60%
*Wrought Steel.*
Painted, new list.....40-10&5%

### SLEDGES—See Hammers.

### SNAPS, HARNESS.

Champion.....33⅓%
German Pattern.....30&5%
Ju^vi's Pattern.....50%

### SNATHS.

Double Ring, Bush.....per doz. $5 50
Patent Loop " ..... " 5 00
" " Grass..... " 4 75

### SNIPS, TINNERS'.

Wiss.....40%
National.....40&10%

### SOLDER—See Metals.

### SPRINGS, DOOR.

*Perfect.*
Nos..... 1 2 24
Per doz.... 30c 35c 40 45c

*Reliance.*
Per doz.....light $1.25; heavy $2 50
*Star.*
Per doz..... light 90c; heavy $1 35
Torrey's.....per doz. $1 35
Warner's No..... 11 13
Per doz..... 75c $1.35

### SQUARES.

*Steel and Iron*.....70&5%
(Add for Bluing, $2.50 per doz., net)
*Mitre.*
Stanley's No. 12 .....60%
*Try.*
Stanley's No. 20, new list. .45&10%
" No. 12 and 14.....55%
*Try and Bevel.*
Stanley's.....55&5%
*Try and Miter.*
Fox's.....per doz. $5.75
Winterbottom's .....70%

### SQUEEZERS, LEMON.

Common Wood.....per doz $0 70
Porcelain Lined, Wood. " 1 25
Boss, malleable iron..... " 75
Iron Frame, p'rel'n bowl " 2 25
" glass bowl..... " 2 50
Little Giant, tin'd iron. " 4 00
Drum, japanned..... " 5 00
Drum, nickel plated..... " 4 50

### STAPLES.

*Blind.*
Barbed.....per lb 9¼@9½c
*Butter Tub*..... " 8@8½
*Fence*—less than carload.
Polished.....per 100 lb $2 30
Galvanized..... " 2 60
*Netting.*
Galvanized.....per 100 lb 4 00
*Wrought.*
Wrought Staples, Hasps and Staples, Hasps, Hooks and Staples, and Hooks and Staples.....85&10%
Extra heavy.....85%

### STEELYARD.

Discount 30%

### STONES.

*Axe.*
Hindostan.....per lb 5½@7c
More Grit ..... " 9½c
Washita..... " 17 c
*Emery*.....60%@60&5%
*Oil*—Mounted.
Arkansas Hard.....per doz. $23 00
Arkansas Soft..... " 15 50
Hindostan .....per lb 6½@6½
*Oil*—Unmounted.
Arkansas Hard.....per lb $2 05
Arkansas Soft..... " 1 10
Lilly White..... " 45
Queer Creek..... " 15
Ouachita ..... " 38
Washita ..... " 26
*Sythe.*
Black Diamond.....per gro. $8 00
Crescent ..... " 4 25
Gem Corundum..... " 7 50
Green Mountain..... " 4 50
La Moille..... " 7 00
Quinnebog..... " 5 00
Red End..... " 3 75

### STOPS, BENCH.

Hotchkiss'.....per doz. $3 50
Stearns'..... " 4 75

### STOPPERS, FLUE.

Common.....per doz. $0 40
Crown..... " 45
Gem, flat, painted..... " 85
Gem, cor'd, decorated.. " 70
Kirch's..... " 90
Perfect ..... " 70@85
Skinner's Common Sense " 60

### STOVE PIPE—See Pipe.

### STOVE BOARDS—See Boards.

### STOVE POLISH—See Polish.

### STRAPS.

*Scoop*.....per doz. prs. $1 85
*Skate*..... " " 60@70c

### STRETCHERS.

*Carpet.*
Bullard's.....per doz. $3 90
Exelsior ..... " 5 25
Malleable Iron..... " 70
Perfection..... " 6 30
King..... " 4 50
*Wire.*
N. S. Elwood's..... " 6 00
O. S. Elwood's..... " 6 00
Little Giant..... " 5 75
Safety ..... " 10 00
Star Lever..... " 6 25
Canton Tackle Block. " 9 50
Warner's ..... " 6 25

### SWIVELS.

Malleable Iron.....per lb 07
Wrought Steel.....per gro. $4 50

### TACKS.

American Cut.....90&20%
American Wire.....85&25&10%
Bill Posters Cut .....90&20%
Blued Carpet.....90&10%
Tinned Carpet.....90&10%
Gimp.....90&10%
Upholsters' Cut .....90&25%
Upholsters Wire.....90&10%
Double Pointed.....90&20%
Copper.....per lb 32c
Canvas Nails.....75&5%
Clout Nails .....75&5%
Hungarian Nails.....80&5%

### TAPES, MEASURING.

Asses' Skin.....40&10%
Bend Leather.....20%
Patent Leather.....20%
Lufkin's Steel.....25%
Lufkin's Metallic.....30%

### TEE BEVELS—See Bevels.

### THERMOMETERS.

Tin Case.....per doz. 80c@$1 25
Wood Back..... " $2.00@12 00
Glass..... " 12 00

### TIES.

*Bale.*
Single Loop.....80&10%
All other kinds.....70%
*Cow*—See "Chains."

### TOOLS, SAW.

Atkins' Dexter.....per doz. $4 50
Atkins' Excelsior..... " 6 50
Disston's Universal.....40%
*Minature.*
Smith & Hemenway .....25%

### TRAPS.

*Fly.*
Balloon.....per doz. $1 15
Harper's..... " 1 25
*Game.*
Newhouse.....40&10%
New Victor.....70&10%
*Mole.*
Reddick's.....per doz. $6 00
*Mouse and Rat.*
Wood Choker...per doz. holes $0 10
Tin Choker..... " " 10
Delusion.....per doz. 1 00
Marty Rat..... " 6 00
Marty Rat Imitation.. " 3 50
Marty Mouse..... " 3 00
Marty Mouse Imitation " 2 00

### TROWELS.

*Brick.*
Clover Leaf.....40%
Brade's.....15&5%
Disston's.....30%
Rose's.....25%
*Plasterers*.
Clover Leaf.....40%
Disston's.....25%
W. & McP.....25%

### TRUCKS.

Bag.....each $2 75
Handy..... " 1 85
Warehouse.....50&10%
No..... 1 2 3
Half Ironed.... $3.00 $3.85 $5.50
Full Ironed.... 3.45 4.50 6.45

### TUBS, WASH.

*Standard.* Ex.
Nos..... 3 2 1 large
Per doz....$5.00 $6.00 $7.00 $ 9.50
*Dowell.*
Per doz.... 5.35 6.35 7.00 9.50
*Cedar.*
Per doz.... 6.10 7.10 7.90 10 80
*Indurated.*
Per doz.... 8.55 9.45 10.80 13.50
*Galvanized.*
No..... 1 2 3
Per doz.....$5.25 $6.35 $7.50

### TWINE.

Per lb
3-ply Cotton Wrapping.....25c
4 " " .....25c
4 " " Extra Wrapping.....27c
4 " " " Hvy. Wrapping..25c
4 " " Wrapping on tubes...27c
3 " " " " cones...25c
4 " " " " " ...25c
India Hemp, ½-lb. balls.....17c
" " ¼-lb. " .....16c
" " ½-lb. " .....doz. 63c
2-ply " ¼-lb. " .....11c
3-ply " ¼-lb. " .....10c
Jute Wrapping, ½-lb. balls.....14c
Jute Wool, 1-lb. balls.....8½c
*Seine.*
Nos..... 9 12 15+
Soft.....per lb 26½ 26 25
Med..... " 26½ 26 25
Hard .... " 27 26½ 26
Staging, ½-lb. ball, size 21.....26½c
" " " " 24.....26c
" " " " 27.....26c
Bagging " .....23c
3-ply "B" in hanks.....18c
4 " "B" " .....18c
3 " "A" " .....27c
3 " Silver Finish, in hanks....37c
*Fodder or Lath.*
130-strand .....6½c
200 strand. .....7½c

### VISES.

Phoenix.....35%
Cheney's .....20%
Parker's Oval Slide.....50, 10&2½%
Sargent's Oval Slide,
In. 2½ 3 3½ 4½
Ea. $1 00 $1 25 $1 65 $2 00
Parker's Parallel.....18&20%
Parker's Victor.....15%
Parker's Combination.....75%
Solid Box.....50%
Adam's Mechanics'.....each 2 50
Williamson Universal.....60%

### WARE.

*Stove Hollow Ware.*
Plain or Unground .....50&10%
Ground Ware.....50%
Enameled Ware.....40&10%
*Country Hollow Ware*, per 100 lbs $2.75
*White Enameled Ware.*
Maslin Kettles .....65%
*Covered Ware*, Tinned and Turn'd. 40%
Enameled .....50%
*Glue Pots*, Tinned.....20%
Enameled.....20&5%
*Enameled.*
Cherry Blossom and Chrysolite.50%

### WASH BOARDS—See Boards.

### WASHERS.

Standard O. G. cast iron...per lb. 2½c
Wrought iron in bulk per lb.:
In. ½ ⅝ ¾ ⅞ 1 1¼ 1½
9c 6½c 5c 4½c 4½c 4½c 3½c
Wrought steel in 5 lb. boxes, per lb.
In. ½ ⅝ ¾ ⅞ 1 1¼ 1½
10c 7c 6c 5½c 5c 5c 4½c

### WASHING MACHINES—See Machines.

### WEDGES.

*Ax*.....per doz....30
*Galling* .....per lb 10½
*Saw* ..... " 8½

### WEANERS.

*Calf.*
Fuller's, per doz.....$2 00 to $2 50
Tyler's Safety, per doz 1 85 to 2 40
Carroll's, per doz..... 3 00 to 3 75
Standard, per doz..... 3 00
Hoosier, per doz..... 3 50 to 4 60

### WEIGHTS.

*Hitching* .....per lb 2½c
*Sash*—F.O.B. Chicago...pr ton $26 50

### WHEEL BARROWS.

Common Railroad....per doz..$15 50
Heavy " .... " .. 20 00
Panama Steel Tray " .. 35 00
Klondike " " .. 23 50
No. C4 Tubular " 43 Bryan..each 4 60
No. C5 " " 45 " " 5 25

### WHEELS.

*Corundum*.....70&10&5%
*Emery*.....75&5%
*Well* In. 8 10 12 14
Per doz.....$2.10 $2.50 $3.15 $5.00

### WIRE.

*Barbed* Painted. Galv'd.
Carloads..per 100 lbs..$2.45 $2.75
Less than car " .. 2.50 2.90
*Brass.*
In coils.....20%
In 1 lb spools, new list.....50&10%
*Broom*—Tinned.....60&10&10&10%
*Cable*—Same price as Barbed Wire.
*Copper.*
In coils.....20&10%33⅓%
In 1 lb spools, new list .... 50&10%
*Fence*—Smooth.
Nos. 6 to 9, An'eal'd, pr 100 lbs. $2.15
Nos. 6 to 9, Galvi'd... " 2.45
*Hair*—New list.....50&10%
*Market.*
Bright, full bdles.....70&5%
Bright, broken bdles.....70%
Coppered, full bdles ..... 70%
Coppered, broken bdles.....65&10%
Tinned, full bdles..... 70&5%
Tinned, broken bdles.....65&10%
*Picture*—In coils.....80%@80&10%
In 5 lb. spools .....per lb. 26c
*Plain*—Small lots..... $2.10
Car lots ..... 2.05
Small spools 5c per hundred higher.

### WRENCHES.

Acme Standard.....60%
Alligator No. 1.....35c net
Always Ready..... 50&10%
Coe's Standard.....40&10&5%
Agricultural.....75&10%
Ellis Adjustable.....35%
Malleable "S".....per lb. 08c
Malleable..... " 08c
Stillson Pipe .....70%
Trimo " .....65&10%

### WRINGERS.

No. 22, Guarantee....per doz.$32 50
No. 110, Guarantee.... " 32 50
No. 110, Brighton..... " 23 50
No. 110, Bicycle ..... " 31 50
No. 500, Royal ..... " 32 50
No. 250, Universal.... " 28 00
No. 200, Novelty..... " 28 00
No. 310, Keystone .... " 28 00
No. 100, Rival..... " 23 50
No. 330, Relief..... " 28 00
No. 200, Superior..... " 25 00
No. 15, Star..... 18 50

## ADVERTISERS' INDEX.

### ALPHABETICAL LIST.


A-B Stove Polish Co. ..... 52
Adler, H. Co ..... 14
American Furnace Co ..... 14
American Lock Nut Co ..... 62
American Rolling Mill Co ..... 59
American Sheet & Tin Plate Co ..... 67
Arcade Mfg. Co ..... 66
Asire, I. H ..... 52
Auld & Conger Co ..... 60
Avery Stamping Co ..... 70
Baker, McMillen Co ..... 63
Beckman Bros ..... 76
Beckwith, Estate of P. D ..... 18
Benbow-Brammer Mfg. Co ..... 69
Berger Bros. Co ..... 64
Berger Mfg. Co ..... 55
Bertsch & Co ..... 61
Blickelhaupt Skylight Works ..... 61
Blick-Williams Co ..... 66
Born Steel Range Co ..... 7
Boynton Furnace Co ..... 9
Brauer, A. G ..... 51
Bridgeport Chain Co ..... 1
Bridgeport Crucible Co ..... 64
Brucker, M ..... 51
Burgess Soldering Furnace Co ..... 62
Burton, W. J. Co ..... 56
Calander, Jno ..... 64
Canton Art Metal Co ..... 59
Canton Mfg. Co ..... 55
Carver File Co ..... 76
Chicago Flexible Shaft Co ..... 12
Chicago Stove Wks ..... 7
Clark, Quien & Morse ..... 58
Clayton & Lambert Mfg. Co ..... 62
Columbus Bolt Works ..... 1
Cooney & Geiger ..... 76
Connors, Wm. Paint Mfg. Co ..... 1
Cope, Geo. W. Stove Pattern Works ..... 51
Cortright Metal Roofing Co ..... 56
Cyclone Fence Co ..... 67
Davis & Cook ..... 68
Delta File Works ..... 78
Denning Wire & Fence Co ..... 67
Detroit Heating & Lighting Co ..... 7
Dieckmann, Ferd ..... 57
Disston, Henry & Sons ..... 75
Divine Water Motor Co ..... 64
Dixon, Jos. Crucible Co ..... 48
Duby & Shinn Mfg. Co ..... 64
Eagle Cooperage Wks ..... 69
Edwards Mfg. Co ..... 60
Eller Mfg. Co ..... 55
Enterprise Adv. Agency ..... 53
Enterprise Mfg. Co ..... 76
Enterprise Mfg. Co. of Pa ..... 71
Enterprise Paint Mfg. Co ..... 52
Evans Stamping & Plating Co ..... 51
Exhibit & Trading Co ..... 76
Faultless Mfg. Co ..... 13
Federal Stove Co ..... 13
Follansbee Bros. Co ..... 76
Forest City Foundry Mfg. Co ..... 9
Foster, C. H ..... 16
Foster Stove Co ..... 5
Fox's Tools ..... 63
Friedley-Voshardt ..... 54
Garland Nut & Rivet Co ..... 1
Garry Iron & Steel Co ..... 59
Gillette Sales Co ..... 65
Globe Ventilator Co ..... 76
Goodell-Pratt Co ..... 63
Grand Rapids Hand Screw Co ..... 70
Green, A. H ..... 67
Green Fdy. & Furnace Works ..... 16
Griffin Mfg. Co ..... 61
Hanson & Van Winkle Co ..... 50
Harrington & King Perforating Co ..... 53
Haynes-Langenberg Mfg. Co ..... 14
Hemp & Co ..... 64
Henry & Scheible Co ..... 13
Hess-Snyder Co ..... 15
Hill Dryer Co ..... 66
Hoffman, Geo. W ..... 52
Hooper, C. N ..... 62
Hotchkiss, E. S ..... 65
Hungerford, U.T., Brass & Copper Co. 56
Ideal Epworth Acetylene Co ..... 60
Independent Stove Co ..... 6
Iwan Bros Co ..... 73
Johns-Manville, H. W. Co ..... 58
Johnson, E. J. & Co ..... 60
Kanneberg Roofing & Ceiling Co ..... 54
Keighley Met. Ceil. Co ..... 55
Kelsey Heating Co ..... 2
Kimball Bros. Co ..... 52
La Crosse Steel Roofing Co ..... 56
Lenox Hotel ..... 63
Lisk Mfg. Co ..... 74
Lott-Burton Co ..... 3
Lufkin Rule Co ..... 61
Magee Furnace Co ..... 3
Maher & Son ..... 67
Mannen & Esterly Co ..... 68-70
Manufacturers' Stove Repair Co ..... 51
March-Brownback Stove Co ..... 10
May & Fieberger ..... 12
McClure Co ..... 76
Merchant & Evans Co ..... 56
Miles Pub. Co ..... 66
Monroe Fdy. & Furnace Co ..... 13
Morgan Mfg. Co ..... 51
Mueller, L. J. Furnace Co ..... 11-16
Munsell, Eugene & Co ..... 52
National Sheet Metal Roofing Co ..... 60
Niagara Machine & Tool Works ..... 63
Niles Corrugating Co ..... 58
North Bros. Mfg. Co ..... 64
Northrop, Coburn & Dodge ..... 60
Oakman Mfg. Co ..... 53
Obermayer, S. Co ..... 52
Parkersburg Iron & Steel Co ..... 54
Paxson J. W. Co., The ..... 51
Paxton & Gallagher Co ..... 69
Peck, C. A. Hdw. Mfg. Co ..... 61
Pierce & Laux ..... 75
Pittsburgh Steel Co ..... 67
Plume & Atwood Mfg. Co ..... 56
Powers Bros ..... 76
Powers Pub. Co ..... 65
Pritchard-Strong Co ..... 70
Pullman Mfg. Co ..... 63
Quaker Mfg. Co ..... 11
Quality Stove & Range Co ..... 5
Quincy Pattern Co ..... 51
Ralt, Walter S. & Co ..... 8
Reed Mfg. Co ..... 72
Reeves Mfg. Co ..... 58
Reeves, S. V ..... 51
Richmond Cedar Works ..... 69
Rochester Radiator Co ..... 17
Roseland Can & Specialty Co ..... 62
Safety Door Hanger Co ..... 1
Sanitary Specialty Co ..... 53
Sayre Stamping Co ..... 60
Schneider & Trenkamp Co ..... 4
Schoedinger, F. O ..... 59
Schwab, R. J. & Sons Co ..... 15-17
Signal Mail Box Co ..... 66
Smith, Chas. Co ..... 15
South Erie Iron Works ..... 7
Sperry, D. R. Co ..... 70
Standard Horse Nail Co ..... 63
Standard Register Co ..... 49
Stanley Rule & Level Co ..... 63
Stanton Heater Co ..... 11
Star Enameling & Stamping Co ..... 1
Star Expansion Bolt Co ..... 76
Stevens, J., Arms & Tool Co ..... 75
Stewart Iron Works Co ..... 66
Stolz, Frank D ..... 16
Stove & Range Co. of Pittsburgh ..... 2
Stowell Mfg. Co ..... 52
St. Paul Roofing, Cor. and Orn. Co ..... 54
Stuber & Kuck ..... 76
Taylor & Boggis Fdy. Co ..... 50
Texas Co ..... 70
Troy Nickel Works ..... 50
Turner Brass Works ..... 62
Tuttle & Bailey Mfg. Co ..... 17
U. S. Clothes Pin Co ..... 67
Van, John Range Co ..... 6
Vedder Pattern Works ..... 51
Vollkommer & Co ..... 70
Voss Bros. Mfg. Co ..... 68
Walworth Run Fdry. Co ..... 10
Ward-Dickey Steel Co ..... 53
Waverly Woodenware Works ..... 68
Weiss, L. T ..... 65
Weiss, H. & Co ..... 58
Weller Pattern Co ..... 51
Wheeling Corrugating Co ..... 57
Whitacre, J. E. Mfg. Co ..... 61
White Lily Washer Co ..... 69
Wiebush & Hilger ..... 62
Willard, Wm. G ..... 7
Yale & Towne Mfg. Co ..... 61
Youngstown Furnace & Supply Co ..... 13


### CLASSIFIED LIST.


**Acetylene Generators**

Ideal Epworth Acetylene Co., Johnstown, Pa.

**Advertising Books**

Miles Pub. Co., Minneapolis, Minn
Powers Pub. Co., Norwalk, O

**Ash Sifters**

Hill Dryer Co., Worcester, Mass

**Ammunition**

Stevens, J Arms & Tool Co., Chicopee, Mass

**Bolts**

Columbus Bolt Wks., Columbus, O
Star Expansion Bolt Co., New York, N.Y

**Boxes—Hardware**

Green, A. H., New York

**Brass and Copper**

Hungerford, U. T., Brass & Copper Co. New York, N. Y.
Plume & Atwood Mfg. Co., Chicago

**Bread Mixers**

Pritchard-Strong Co., Rochester, N. Y

**Cans**

American Can Co., Chicago
Stuber & Kuck, Peoria Ill

**Carpenter Benches**

Grand Rapids Hand Screw Co., Grand Rapids, Mich

**Carpenters' Tools**

Davis & Cook, Watertown, N. Y
Duby & Shinn Mfg. Co., Branchport Station, Long Branch, N.J
Griffin Mfg. Co., Erie, Pa
Stanley Rule & Level Co., N. Britain, Ct
Wiebush & Hilger, New York City

**Ceilings—Metal**

Berger Mfg. Co., Canton, O
Burton, W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Edwards Mfg. Co., Cincinnati, Ohio
Eller Mfg. Co., Canton, O
Friedley & Voshardt, Chicago, Ill
Keighley Met. Ceiling Co. Pittsburg, Pa
Northrop, Coburn & Dodge Co., New York
Wheeling Corrugat'g Co., Wheeling, W. Va

**Chains**

Bridgeport Chain Co., Bridgeport, Ct

**Chains—Jack and Safety**

Hungerford, U. T. Brass & Copper Co., New York

**Christmas Goods**

Peck, C. A., Hdw. Co., Berlin, Wis

**Clippers**

Hotchkiss, Edward S., Bridgeport, Ct

**Clips—Carriage Trimmer's**

U. S. Clothes Pin Co., Montpelier, Vt

**Clothes Dryers**

Hill Dryer Co., Worcester, Mass
Mannen & Esterly, Cleveland, O

**Clothes Pins**

U. S. Clothes Pin Co., Montpelier, Vt

**Coil Springs**

Pullman Mfg. Co., Rochester, N.Y

**Combination Boilers**

Smith, Chas. Co., Chicago
Stoltz, F. D., Chicago, Ill

**Commode Pails**

Pierce & Laux, Burlington, Iowa

**Conductor Hangers**

Berger Bros. Co., Philadelphia, Pa

**Conductor Pipe**

American Rolling Mill Co., Middletown, O
Berger Mfg. Co., Canton, O
Clark, Quien & Morse, Peoria, Ill
Eller Mfg. Co., Canton, O
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
Reeves Mfg. Co., Canal Dover, O
Schoedinger, F. O., Columbus, Ohio

**Copper and Brass**

Hungerford, U. T., Brass & Copper Co., New York, N. Y

**Corn Cribs**

Denning Wire & Fence Co., Cedar Rapids, Ia

**Cornices**

Berger Mfg. Co., Canton, O
Canton Mfg. Co., Canton, O
Edwards Mfg. Co., Cincinnati, O
Eller Mfg. Co., Canton, O
Schoedinger, F. O., Columbus, O

**Cornice Brakes**

Bertsch & Co., Cambridge City, Ind
Niagara Machine & Tool Wks., Buffalo, N.Y

**Cutlery**

Davies Automatic Shear Co., New York, N. Y
Gillette Sales Co., New York, N. Y
Hotchkiss, Edward S., Bridgeport, Ct
Kampfe Bros., New York, N.Y
Simmons Hdw. Co., St. Louis, Mo.
Weiss, L. T. Brooklyn

**Cut Offs—Rain Water**

Cooney & Geiger, Indianapolis, Ind
La Crosse Steel Roof. Co., La Crosse, Wis

**Dampers**

Sayre Stamping Co., Sayre, Pa

**Dish Washers**

Sanitary Specialty Co., Detroit, Mich

**Door Hangers**

Safety Door Hanger Co., Ashland, O

**Eaves Trough**

Asire, I. H., Forest, O
Canton Mfg. Co., Canton, O
Eller Mfg. Co., Canton, O
Garry Iron & Steel Co., Cleveland, O
Iwan Bros., Streator, Ill
La Crosse Steel Roof. Co., La Crosse, Wis
Schoedinger, F. O., Columbus, O
St. Paul Roofing, Cornice & Ornament Co., St. Paul, Minn
Whitacre Mfg Co., J. E., Rockford, Ill

**Elbows—Conductor Pipe**

Dieckmann, F., Cincinnati, O
Eller Mfg. Co., Canton, O
Reeves Mag. Co., Canal Dover, O
Wheeling Corrugating Co., Wheeling, W. Va

**Elbows—Stove Pipe**

Reeves Mfg. Co., Canal Dover, O

**Electro Plating Outfits**

Hanson & Van Winkle Co., Chicago, Ill

**Elevators**

Kimball Bros. Co., Council Bluffs, Ia

**Enameled Ware**

Briscoe Mfg. Co., Detroit
Lalance & Grosjean Mfg. Co., Chicago
Lisk Mfg. Co., Canandaigua, N. Y
Reed Mfg. Co., Newark, N. Y
Star Enameling and Stamping Co., Pittsburgh, Pa

**Enameling and Stamping Plants**

Vollkommer & Co., Pittsburg

**Engineers & Contractors**

Vollkommer & Co., Pittsburg

**Eye Shades**

Texas Co., The, Chicago, Ill

**Firearms**

Stevens, J. Arms & Tool Co., Chicopee, Falls, Mass

**Fishing Tackle**

Enterprise Mfg. Co., Akron, O

**Fencing—Wire**

Cyclone Fence Co., Waukegan, Ill
Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

**Fences—Iron**

Stewart Iron Works Co., Cincinnati, O

**Files**

Carver File Wks., Philadelphia, Pa
Disston Henry & Sons, Philadelphia, Pa

**Forming Rolls**

Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y

**Foundry Supplies**

Obermayer, S. Co., Cincinnati, O
Paxson, J. W. Co., Philadelphia Pa
Taylor & Boggis Fdy. Co., Cleveland, O
Walworth Run Fdy Co., Cleveland, O

**Furnaces—Hot Air**

American Furnace Co., St. Louis, Mo
Beckwith, Estate, P. D. Dowagiac, Mich
Boynton Furn. Co., New York & Chicago
Detroit Heating & Lighting Co., Detroit, Mich
Faultless Mfg. Co., St. Charles, Ill
Federal Stove Co., St. Charles, Ill
Forest City Fdy. & Mfg. Co., Cleveland, O
Green Fdy. & Furn. Wks., Des Moines, Ia
Haynes-Langenberg Mfg Co., St. Louis
Henry & Scheible Co., Cleveland, O
Hess, Snyder Co., Massillon, O
Kelsey Heating Co., Syracuse, N. Y
Magee Furnace Co., Boston
Mannen & Esterly Co., Cleveland, O
March-Brownback Stove Co., Pottstown, Pa
Monroe Fdy. & Furn. Co., Monroe, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Quaker Mfg. Co., Chicago
Ralt, Walter S. & Co., Chicago
Richardson & Boynton Co., Chicago
Robinson Furnace Co., Chicago
Schwab, R. J. & Sons Co., Milwaukee, Wis
Stanton Heater Co., Martin's Ferry, O
Stove & Range Co., (The) of Pittsburgh, Pittsburgh, Pa
Wise Furnace Co., Akron, O
Youngstown Furn. & Supply Co., Youngstown, O

**Furnace Pipe and Fittings**

Green Fdy. & Furn. Wks., Des Moines, Ia
Michigan Safety Furnace Pipe Co., Detroit, Mich
Mueller, L. J. Furn. Co., Milwaukee, Wis
Smith Co., Charles, Chicago

**Gas Appliances**
Adler, H. Co., Carnegie, Pa
Oakman Mfg. Co., New York

**Hand Screws**
Grand Rapids Hand Screw Co., Grand Rapids, Mich

**Hand Punching Machines**
American Lock Nut Co., Oregon, Ill

**Hangers—Garment**
Pullman Mfg. Co., Rochester, N.Y

**Hardware Delivery Wagons**
Sycamore Wagon Works., Sycamore, Ill

**Hardware Jobbers**
Clark, Quien & Morse, Peoria
Paxton & Gallagher Co., Omaha

**Hardware Specialties**
American Fork & Hoe Co., Cleveland, O
Arcade Mfg. Co., Freeport, Ill
Butler Bros., Chicago
Carver File Co., Philadelphia, Pa
Enterprise Mfg. Co. of Pa., Philadelphia, Pa
Holt-Lyon Co., Tarrytown, N.Y
Pritchard-Strong Co., Rochester. N. Y
Pullman Mfg. Co., Rochester, N. Y
Simmons Hdw. Co., St. Louis, Mo

**Heaters—Carriage**
Chicago Flexible Shaft Co., Chicago

**Heater Combination**
Smith, Chas., Co., Chicago
Stolz, F. D., Chicago, Ill

**Heating**
Detroit Heating & Lighting Co., Detroit, Mich
Kellogg-Mackay-Cameron Co., Chicago
Quaker Mfg. Co., Chicago

**Hinges**
Griffin Mfg. Co., Erie, Pa

**Hollow Ware**
Avery Stamping Co., Cleveland, O
Sperry, D. R. & Co., Batavia, Ill

**Ice Cream Freezers**
North Bros. Mfg Co., Philadelphia. Pa
Richmond Cedar Wks., Richmond, Va

**Industrial Plants**
Vollkommer & Co., Pittsburgh, Pa

**Iron Fence**
Stewart Iron Works, Cincinnati, O

**Kitchen Utensils**
Avery Stamping Co., Cleveland, O
Roseland Can & Spec. Co., Rockford, Ill

**Levels**
Baker-McMillen Co., Akron, O
Davis & Cook. Watertown, N. Y
Stanley Rule & Level Co., New Britain, Ct

**Lighting Systems**
Detroit Heating & Lighting Co., Detroit, Mich
Ideal Epworth Acetylene Co., Johnstown, Pa.

**Lightning Rods**
Maher & Son, Preston, Iowa

**Locks**
Yale & Towne Mfg. Co., New York, N.Y

**Mail Boxes**
Blick-Williams Co., Indianapolis, Ind
Signal Mail Box Co., Joliet. Ill
Smith Bros. Mfg. Co., Chicago, Ill

**Metal Lath**
Wheeling Corrugat'g Co., Wheeling, W.Va

**Metal—Perforated**
Harrington & King Perforating Co., Chicago. Ill

**Metal Polish**
A-B Stove Polish Co., Chicago
Hoffman, Geo. W., Indianapolis, Ind

**Metal Shingles**
Burton, W. J. Co., Detroit, Mich
Edwards Mfg. Co., Cincinnati, O
Cortright Metal Roofing Co., Philadelphia
Nat'l Sheet Metal Roof. Co., Jersey City
Wheeling Corrugating Co., Wheeling, W. Va

**Mica**
Munsell, Eugene & Co., Chicago

**Miters**
Whitacre, J. E. Mfg. Co., Rockford. Ill

**Mop Wringers**
Eagle Cooperage Wks., Circleville. O

**Nails and Tacks—Copper**
Hungerford, U. T., Brass & Copper Co., New York
Standard Horse Nail Co., New Brighton. Pa

**Nickel Plating Plants**
Hanson & Van Winkle Co., Chicago
Zucker & Levett & Loeb Co., New York

**Nuts**
American Lock Nut Co., Oregon, Ill
Columbus Bolt Works, Columbus. O
Garland Nut & Rivet Co., Pittsburgh, Pa

**Paints**
Connors, Wm., Paint Mfg. Co., St. Louis
Dixon, Jos. Crucible Co., Jersey City, N. J
Enterprise Paint Mfg. Co., Chicago

**Pencils**
Dixon, Jos. Crucible Co., Jersey City, N.J

**Perforated Metal**
Harrington & King Perforating Co., Chicago, Ill

**Photograph Clips**
U. S. Clothes Pin Co., Montpelier, Vt

**Pistols**
Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

**Planes**
Stanley Rule & Level Co., New Britain, Ct

**Pumps**
Beckman Bros., Des Moines, Ia
Berger Mfg. Co., Canton, O
Hess-Snyder Co., Massillon, O

**Punches**
American Lock Nut Co., Oregon, Ill
Bertsch & Co., Cambridge City, Ind
Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, H. & Co., New York, N.Y

**Radiators**
Rochester Radiator Co., Rochester N.Y

**Rasps**
Disston, Henry & Sons., Philadelphia, Pa

**Razors**
Gillette Sales Co., Times Bldg., New York City
Weiss, L. T., Brooklyn, N.Y

**Registers**
Foster, C. H., Cleveland. O
Henry & Scheible Co., Cleveland, O
Mueller, L. J., Furn. Co., Milwaukee, Wis
Schwab & Sons Co., Milwaukee. Wis
Tuttle & Bailey Mfg. Co., New York

**Rifles**
Stevens, J. Arms & Tool Co., Chicopee Falls, Mass

**Rivets**
Hungerford, U. T., Brass & Copper Co., New York. N. Y

**Roofing**
H.W. Johns-Manville Co., New York. N.Y
McClure Co., Pittsburg, Philadelphia

**Roofing—Asphalt**
Stowell Mfg. Co., Jersey City, N.J

**Roofing—Iron and Steel**
Berger Mfg. Co., Canton, O
Burton, W. J. Co., Detroit, Mich
Canton Art Metal Co., Canton, O
Edwards Mfg. Co., Cincinnati, O
Eller Mfg. Co., Canton, O
Follansbee Bros. Co., Pittsburgh. Pa
Friedley & Voshardt, Chicago, Ill
Garry Iron & Steel Co., Cleveland, O
La Crosse Steel Roof. Co., La Crosse, Wis
Nat'l Sheet Metal Roof. Co., Jersey City
Niles Corrugating Co., Niles, O
Reeves Mfg. Co., Canal Dover. O
Schoedinger, F. O., Columbus, O

**Roofing Cement**
Garry Iron & Steel Co., Cleveland, O

**Roof Paint**
Dixon, Jos. Crucible Co., Jersey City, N.J
Garry Iron & Steel Co., Cleveland, O

**Rules**
Lufkin Rule Co., Saginaw, Mich
Stanley Rule & Level Co., New Britain, Ct

**Sash Balances**
Pullman Mfg. Co., Rochester, N.Y

**Sash Chain, Ribbon & Wire Cord**
Pullman Mfg. Co. Rochester, N.Y

**Saws and Saw Sets**
Disston, Henry & Sons, Philadelphia, Pa
Goodell-Pratt, Greenfield. Mass

**Scales**
Beckman Bros., Des Moines, Ia

**Screens—Perforated Metal**
Harrington & King Perforating Co., Chicago, Ill

**Screen Door Checks**
Pullman Mfg. Co., Rochester. N. Y

**Screens—Radiator**
Harrington & King Perforating Co. Chicago, Ill

**Screws**
Columbus Bolt Works, Columbus, O

**Screw Drivers**
North Bros. Mfg. Co. Philadelphia, Pa

**Scuttle Openers**
Bickelhaupt, G., Skylight Works, New York, N. Y

**Seamless Tubing—Brass & Copper**
Hungerford, U. T., Brass & Copper Co., New York

**Settees—Iron**
Stewart Iron Works. Cincinnati, O

**Shears**
Bertsch & Co., Cambridge City, Ind
Davies Automatic Shear Co., New York

**Shears—Sheet Metal**
Davies Automatic Shear Co., New York
Niagara Mch. & Tool Wks., Buffalo, N.Y
Weiss, H. & Co., New York, N.Y

**Sheets—Black and Galvanized**
Berger Mfg. Co., Canton, O
Parkersburg Iron & Steel Co., Parkersburg, W. Va
Wheeling Corrugat'g Co., Wheeling, W. Va

**Sheets—Planished**
Ward-Dickey Steel Co., Indiana Harbor, Ind

**Sheets—Steel**
Parkersburg Iron & Steel Co., Parkersburg, W. Va
Ward-Dickey Steel Co., Chicago, Ill

**Shelf Ladders**
Calander, John, St. Paul. Minn

**Shot Guns**
Stevens J., Arms & Tool Co: Chicopee Falls, Mass

**Shovels**
Avery Stamping Co., Cleveland, O

**Sifters**
Stuber & Kuck. Peoria, Ill

**Skylights**
Edwards Mfg. Co., Cincinnati, O
Eller Mfg. Co. Canton, O

**Skylight Gearing**
Bickelhaupt, G., Skylight Works, New York. N. Y
Weiss, H. & Co., New York, N.Y

**Slate**
Auld & Conger Co., Cleveland, O
Johnson, E. J. & Co., New York, N.Y

**Soldering Furnaces**
Blickelhaupt Skylight Works, New York
Burgess Soldering Furnace Co., Columbus. O
Clayton & Lambert Mfg. Co., Detroit
Turner Brass Works, Chicago, Ill

**Sporting Goods**
Enterprise Mfg. Co., Akron, O

**Squares, Machinists'**
Disston, Henry & Sons, Philadelphia, Pa
Duby & Shinn, Branchport Station, Long Branch, N. J
Stanley Rule & Level Co., New Britain, Ct

**Stampings—Sheet Metal**
Avery Stamping Co., Cleveland. O

**Stoves and Ranges**
Beckwith. P. D. Estate, Dowagiac. Mich
Born Steel Range Co., Cleveland, O
Chicago Stove Works, Chicago
Foster Stove Co., Ironton. O
Independent Stove Co., Detroit, Mich
Quality Stove & Range Co., Belleville, Ill
Schneider & Trenkamp Co., Cleveland, O
South Erie Iron Works, South Erie, Pa
Stove & Range The Co. of Pittsburgh Pittsburgh. Pa
Van. John. Range Co., Cincinnati. Ohio
Willard, Wm. G., St. Louis, Mo

**Stove Carriers**
Kramer Bros. Fdy. Co., Dayton, O

**Stove Cement**
Dixon, Jos. Crucible Co., Jersey City, N.J

**Stove Clay**
Bridgeport Crucible Co., Bridgeport, Ct

**Stoves—Gas**
Adler, H. Co., Carnegie, Pa
Stove & Range, The Co. of Pittsburgh Pittsburgh, Pa

**Stove Mats**
Stuber & Kuck, Peoria, Ill

**Stove Pipes**
Edwards Mfg. Co., Cincinnati, O
Hemp & Co., St. Louis, Mo
Reeves Mfg. Co., Canal Dover, O
Wheeling Corrugat'g Co., Wheeling. W. Va

**Stove Polish**
A-B Stove Polish Co., Chicago

**Stove Patterns**
Cope Pattern, Geo. W. Wks., Detroit, Mich
Quincy Pattern Co., Quincy, Ill
Vedder Pattern Works, Troy, N.Y
Weller Pattern Co., Quincy

**Stove Pipe Thimbles**
Stuber & Kuck, Peoria. Ill

**Stove Repairs**
Brauer, A. G., St. Louis. Mo
Brucker, M., Chicago
Manufacturers' Stove Repair Co., Chicago

**Stove Trimmings**
Troy Nickel Works. Troy, N.Y

**Sugar Kettles**
Sperry, D. R. Co., Batavia, Ill

**Tapes**
Lufkin Rule Co., Saginaw, Mich

**Test Tube Holders**
U. S. Clothes Pin Co., Montpelier, Vt

**Thermometers—Oven**
Evans Stamping & Plating Co., Taunton, Mass

**Tin—Perforated**
Harrington & King Perforating Co., Chicago, Ill

**Tinners' Tools**
Lufkin Rule Co., Saginaw, Mich

**Tinplate**
American Sheet & Tin Plate Co. Pittsburgh, Pa
Canton Art Metal Co., Canton, O
Eller Mfg. Co. Canton, O
Follansbee Bros. Co., Pittsburgh, Pa
Garry Iron & Steel Co., Cleveland, O
McClure Co., Philadelphia, Pa
Merchant & Evans Co., Philadelphia, Pa
Schoedinger, F. O., Columbus, O

**Tinware Trimmings**
Berger Bros. Co., Philadelphia

**Tools, Etc.**
North Bros. Mfg. Co., Philadelphia, Pa
Wiebush & Hilger, New York City

**Tree Guards—Iron**
Stewart Iron Works, Cincinnati, O

**Trowels**
Avery Stamping Co., Cleveland, O
Disston, H. & Sons, Philadelphia, Pa
Griffin Mfg. Co., Erie, Pa

**Tubing—Brass and Copper**
Hungerford, U. T., Brass & Copper Co., New York

**Tubs and Pails**
Wheeling Corrugat'g Co., Wheeling, W. Va

**Vases—Iron Reservoir**
Stewart Iron Works, Cincinnati, O

**Ventilators**
Canton Mfg. Co., Canton, O
Eller Mfg. Co., Canton, O
Friedley & Voshardt, Chicago, Ill
Globe Ventilator Co., Troy, N.Y
Merchant & Evans Co., Philadelphia, Pa
Powers Bros. Streator, Ill
Pullman Mfg. Co., Rochester, N. Y

**Wash Boilers**
Reed Mfg. Co., Newark, N. J.
Star Enameling & Stamping Co., Pittsburgh, Pa

**Washing Machines**
Benbow-Brammer Mfg. Co., St. Louis. Mo
Paxton & Gallagher Co., Omaha, Neb
Richmond Cedar Wks., Richmond, Va
Voss Bros. Mfg. Co., Davenport, Ia
Waverly Woodenware Works, St. Joseph, Mo

**Water Motors**
Divine Water Motor Co., New York

**Wire Goods**
Cyclone Fence Co., Waukegan, Ill
Denning Wire & Fence Co., Cedar Rapids, Ia
Pittsburgh Steel Co., Pittsburgh, Pa

# Wants and Sales

**For Yearly subscribers THE AMERICAN ARTISAN will insert under this head advertisements of six lines WITHOUT CHARGE for employers wishing to secure employes, persons seeking situations, parties desiring to purchase a business, businesses for sale, partners wanted, to exchange, etc. Those who respond to these announcements will please mention that they read the advertisement in THE AMERICAN ARTISAN.**

## BUSINESS CHANCES

**PATENTS**

HUBERT E. PECK, 623 F. St., N. W., Washington, D. C. Consulting Expert in Patent Causes. U. S. and Foreign Patents. Send for leaflet on "Rejected Patent Application."

For Sale—A nice clean stock of hardware with tinshop in connection, doing a good business in southern Wisconsin county seat, within a rich farming country. Only two hardware stores in the city; stock of $4,200. This will bear your investigation. Address Lock Box 52, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-ufn

For Sale—For cash, an old established hardware doing a good business in a town of 1,100 inhabitants; central Illinois; 65 miles from Chicago; good farming community; stock clean, well selected; invoice about $4,000; great opportunity. Address A-94, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-3t

For Sale—Stock of hardware and harness, including building; will invoice about $6,000, in a good southern Iowa town; good clean stock and good trade, no better place for business in Iowa; it will pay you to investigate this; good reason for selling. Address "A-93," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-3t

Business Chance—Reliable party to rent first room of two story brick store for hardware; only one exclusive hardware stock in town of 1,800. For particulars address Box 237, Paw Paw, Mich. 19-3t

For Sale—Half interest or all of an $8,000 clean stock of general hardware in town of 6,000 in eastern Nebraska; good country; will give time or part payment. Address A-91, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-3t

For Sale—100 hardware shelf boxes, hardware fronts, sizes 6-12-18 inches wide, 12 deep, 6½ high; also shelving; will sell total for $15.00; also 14 iron adjusting stove display trucks, 75c each. Address A. N. Patriarche & Co., Battle Creek, Mich. 18-3t

For Sale—Stock of hardware and furniture in good lively up-to-date town in western Iowa; stock clean and new, will invoice about $10,000. Address A-90, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 18-3t

For Sale—$5,000 stock of hardware in county seat in Illinois; splendid chance to go into the hardware business; nice clean new stock; good trade established; nice brick store, low rent. Address W. W. Wheeler, Harlan, Iowa. 18-3t

Wanted—To buy second-hand office safe of good size soon as possible; also second-hand office desk. Address Kratz Bros. & Pelz, Mattoon, Wis. 17-3t

## TINNERS' TOOLS.

For Sale—Cheap or exchange for others, lot of second-hand tinsmith's tools and machines in fair condition. For list and particulars address N. B. Case, Box 169, Havre de Grace, Md. 25-ufn

## HELP WANTED.

Help Wanted—Want a steady man by year to work in tin shop and setting up machinery; all around man; good wages; must furnish good reference. Address J. M. Kahle, Verona, No. Dak. 19-3t

Help Wanted—Good young man with one or two years' experience at tin work, good chance to learn the different branches; steady work. Address "A-92," care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-3t

Help Wanted—Young, sober tinner at once; good job the year around for the right man in county seat of 1,500 inhabitants; can pay $2.00 per day to a hustler. Address H. C. Seuffert, Caledonia, Minn. 18-3t

Help Wanted—Experienced men in cornice and skylight department. Address F. O. Schroeninger, Columbus, Ohio. 19-3t

Help Wanted—At once, first-class tinner; must understand steam fitting and plumbing; steady work the year around; no booxer need apply; must come well recommended; wages $15.00 per week. Address R. A. Richards, Au Sable, Mich. 19-3t

Help Wanted—Two good all around tinners for furnace work and metal ceiling. Address Hoernel Hdw. Co., 311 Sixth St., Racine, Wis. 19-3t

Help Wanted—Good, steady, temperate, honest and reliable tinner, one that can do some plumbing and heating work; speak German, steady job for right man; give references, how long at trade; married or single; nationality and wages wanted. Address Triggs Hdw. Co., Lake Park, Iowa. 18-2t

Help Wanted—Two good tinners' helpers at once; state age, experience and wages wanted; steady work. Address A-89, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 18-3t

Help Wanted—Competent steady tinner to rent our shop and tools, located in good country town of 1,000 population; only shop in town; fine chance to do good business. Address H. B., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 18-3t

Help Wanted—Power brake operator; good wages and steady work to experienced man. Address, stating experience, J. M. R., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 9-ufn

Help Wanted—Cornice makers; good wages and steady work to experienced men. Address J. M. R., care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 9-ufn

Help Wanted—Experienced foreman, age 32 to 40 years, who will work at trade with men; we operate small shop employing from four to eight men; foreman must lead the gang and see that the work is well and properly done; man accustomed to operating shop of this size and familiar with all kinds of tin, galvanizing, tin and slate roofing work. Perfer man who will take working interest in the business; state age, salary expected; references. Address J. Ed Guenther & Sons, Owensboro, Ky. 18-3t

Help Wanted—Good tinner at once, one who understands furnace work. Address O'Neill's Hdw., 67 Broadway, Fargo, N. D. 18-3t

Situation Wanted—By practical plumber and tinner who can do hot water and steam heating; figure from plans; age 36; active, sober and reliable. Address A. E. Grant, York, Neb. 18-3t

Help Wanted—One first-class A-1 store salesman for Minneapolis, St. Paul, and the northwest; only experienced man acquainted with the trade and able to sell goods need apply; good salary for right man. Address A-88, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 17-3t

Help Wanted—By January 1, experienced furnace and boiler salesman for Illinois. Do not apply unless you have had road experience selling goods to the trade. Address Illinois, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 10ufn

Help Wanted—Two furnace and boiler salesmen for Indiana, Ohio, Pennsylvania and western New York. Will only consider men practical in the heating business and prefer such who have had road experience and are acquainted with the trade in this territory. Address D. C., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 10ufn

## SITUATIONS WANTED.

Situation Wanted—Situation wanted by first of March or April by tinner, furnace man and plumber, have worked at the business for 15 years; married; best of references furnished; nothing but a steady position considered. Address A., care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-3t

Situation Wanted—Position by strictly sober tinner with some knowledge of plumbing, thoroughly understand steam, hot water and warm air heating. Will consider position between Omaha and Chicago. State wages or don't write. Address Box 132, Preston, Iowa. 19-3t

Situation Wanted—As traveling salesman in Minnesota, North and South Dakotas; have traveled successfully in far western territory to coast, in stove and range line; have traveled continually for last fifteen years in Minnesota and Dakota; am well acquainted among stove and hardware dealers in northwest; can command attention and hold trade successfully. Would consider a branch warehouse in Minneapolis for stove and range factory with a full trademark line of goods with management and salesman of same to a success in stove and range trade. Address "Successful Trade Getter," care THE AMERICAN ARTISAN 69 Dearborn St., Chicago. 19-ufn

Situation Wanted—As foreman to take charge of tin shop in the line of creamery supplies. Address A-85, care THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 17-3t

Situation Wanted—Position in hardware store as clerk and helper in tin shop if necessary; experienced hardware man; steady job; good references. Address A-86, care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 17-3t

## SPECIAL NOTICES.

### FOR SALE

A second-hand Cornice Brake cheap. THE LENNOX FURNACE CO., Marshalltown, Iowa. 19-3t

### HEATING SIDE LINE

Wanted—Salesmen to handle simplest furnace regulator on the market, as a side line. For hot air, hot water or steam; sells for $15.00. BECKMAN REGULATOR CO., Chicago. 19-1t

### WANTED

Two solicitors to sell line of warm air furnaces to the dealer trade; territory to be covered, Eastern Ohio and Pennsylvania, also Southern territory. Experienced solicitors only need apply, and those acquainted with the trade in the above territories preferred. THE PECK-WILLIAMSON HEATING & VENTILATING CO., Cincinnati, O. 19-3t

### SALESMAN WANTED

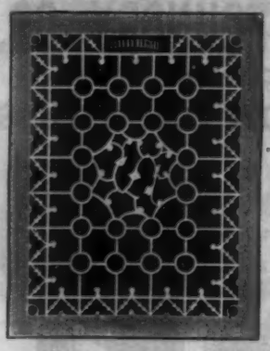
Travelers acquainted with the stove trade in south-west territory. House one of the oldest, with a popular and complete trademark line. A liberal contract will be made with the right parties. Address "Texarkana," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 14-u.f.n.

### WANTED

A 4, 6, 8 or 10-foot brake. Address "B-28," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 19-1t

### FOR SALE

USED MACHINERY—One lot shears 3' to 8' in length, both hand and power. One lot light and heavy sheet iron rolls. Also lever punches and shears. BERTSCH & CO., Cambridge, Ind. 25-u. f. n.



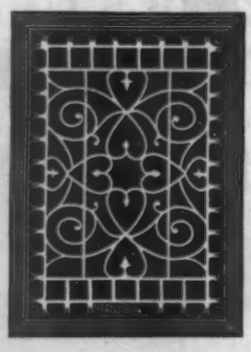
# REGISTERS

All cast warm air Registers, neat in design and of superior finish. Are interchangeable with all first-class makes.

Remember we do not belong to the Association. Are in a position to quote lowest prices and can give Prompt Delivery.

Our Own Foundry! Unlimited Capacity!

Write for catalogue and discounts.



**STANDARD REGISTER CO., :: Cleveland, Ohio**

Register Department of The Standard Foundry & Mfg. Co.


## SPECIAL NOTICES.

### WANTED

Salesman to sell steel furnaces to the trade. We are looking for an exceptional man, capable of taking full charge of a department. Address, "B-22," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 15-7t

### WANTED

Salesman. We have a fine territory in Central States, and permanent position for a man who can sell a well-known and established furnace to the trade. Address "B-21" care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 15-7t

### STOVE SALESMAN WANTED

For the Southern States. One having experience and established trade preferred. Address, with references, RATHBONE, SARD & COMPANY, Albany, N.Y. 18-4t

### OPENING FOR FACTORY

Have an opening for a factory in the line of Tin Ware and Creamery Supplies. Can get land and half of building, and have the customers for the goods. An unusual opportunity. Address "B-25," care of THE AMERICAN ARTISAN 69, Dearborn St., Chicago, Illinois. 18-2t

### HELP WANTED

Traveling Salesmen wanted to sell Corrugated Iron, Steel Roofing, Conductor Pipe and kindred lines to trade in Ohio and Western New York. Do not apply unless thoroughly acquainted with line and the trade. State age, salary and give reference. Address "B-26," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 18-ufn

### FOR SALE

Hardware stock, located in a county seat town Southern Central Nebraska, population 7,000. Stock $8,500, sales $30,000 per annum. Employ a tinner and a plumber, store established 23 years. Located in a modern plate glass front brick building, elevator and electric lights. Stock is clean and up-to-date, no dear stock. Is for sale for cash only, no trade. Town is modern, has paving, sewerage, water, gas and electric light. Address "B-24," care of THE AMERICAN ARTISAN, 69 Dearborn Street, Chicago. 18-4t

### WANTED

For 1807, experienced Boiler and Furnace Salesman. GIBLIN & CO., Utica, N.Y. 18-5t

### WANTED

Job work in Metal Stamping, 26 gauge and lighter, any depth to 1⅞ inches. Can make your dies. PEERLESS SIFTER COMP'Y, Warren, Ohio. 18-4t

### Foreman Wanted

Wanted, experienced man as foreman in Eave Trough and Conductor Pipe Factory. Address "B-27," care of THE AMERICAN ARTISAN, 69 Dearborn St., Chicago. 18-2t

PATENTED JUNE 5, 1906.

### THE COMFORT BLACKSMITH FORGE HOOD

MADE OF GALVANIZED IRON

The Comfort Blacksmith Forge Hood is a most efficient contrivance, and has been examined by experts and pronounced first-class. Can be used in any kind of forge. It prevents dust and dirt from falling in the fire and forge for an unlimited length of time. The dust and dirt are carried up into pans, the Hood can be cleaned in five minutes, after several weeks' use. It takes away the heat, smoke and fine dust. This is ahead of anything in the way of a Blacksmith Forge. Its manufacture would make a most successful industry. A large demand. I invite investigation. In replying address the Inventor, F. W. MEIER, Lock Box 835, Upper Sandusky, Ohio. 19-3t

### WANTED

Side Line: Salesman calling on heating trade regularly, to sell registers—commission basis. State territory covered, and how often; can make confidential or secret arrangements with good men. Address, SALES MANAGER, 2488 W. 27th St., Cleveland, Ohio. 25-u. f. n.

**Energy is Strength**

**Energy is Hope**

**Energy is Life**

**Put it in Your Advertising**

**Persistency is Might**

**Persistency is Progress**

**Persistency is Success**

**Add it to Your Advertising**


DIXON'S

**Ticonderoga Flake Graphite** reduces friction losses in cylinders, bearings, and at all friction points. Get free sample 18-C.

**Joseph Dixon Crucible Co., Jersey City, N.J.**

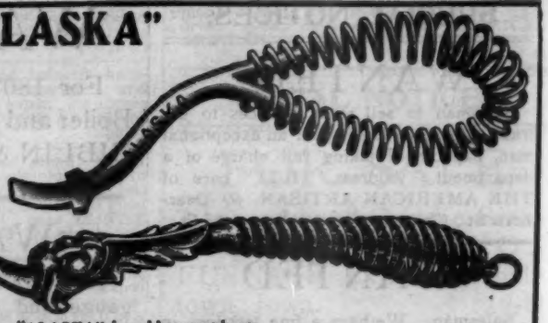
# THE TAYLOR & BOGGIS FOUNDRY CO.

CLEVELAND, OHIO

MANUFACTURERS OF **LIGHT GRAY IRON CASTINGS**

Builders' Hardware, Dampers and Damper Clips, Oil and Gas Stoves, Furnace Lamps, Molasses Gates, Letter Boxes, Hardware Specialties.

## Here are a few samples of the "ALASKA"




Stove Trimmings

**THE TROY NICKEL WORKS**

John E. Gaitley, Prop., ALBANY, N. Y.

ALWAYS COLD—as their name implies. The "ALASKA" is sold everywhere.

## NONE BEATS THE

# Uncle Sam Damper

## It is light, easily adjustable and enduring.

The plate is stamped from best nickled steel and is corrugated to prevent warping. The stem consists of forged steel sharply pointed, notched to engage edge of plate, and is held absolutely in place.

**Nothing better on the market.**

**SEND FOR FREE SAMPLE.**

**Sayre Stamping Co. Sayre, Pa.**

# Every Day Should Be

## "Moving Day"

to the Manufacturer who is not entirely satisfied with the present location of his factory. Mr. Manufacturer, if you are in that class, we would advise you to consider locating at either of two small cities in Illinois along the

**Rock Island-Frisco Lines**

One of these places has a population of 3,000, cheap fuel, good labor conditions, and will give a bonus of $20,000.00 for a bona fide large manufacturing proposition. The other is a smaller town with equally as good manufacturing conditions, and will subscribe $25,000.00 to the capital stock of a "Good" factory. Give full data when writing. These are merely samples of many other excellent openings for factories.

Illustrated booklet "Opportunities" and other Rock Island-Frisco literature on application.

M. SCHULER, Industrial Commissioner,
Rock Island-Frisco Lines.
FRISCO BUILDING. ST. LOUIS, MO.

# LOW VOLTAGE GENERATORS

For Electroplating.

Rheostats, Voltmeters and Electrical Instruments.

Complete Outfits for Electro-Galvanizing

Bolts, Nuts, Screws, Locks, Staples, Chains and Small Hardware

Complete Nickel-Plating Plants Furnished

Polishing Supplies of All Kinds

THE HANSON & VAN WINKLE CO.

(ESTABLISHED 1820)

219-221 Market Street
Newark, N. J., U. S. A.

Branch:
Chicago, Ill., U. S. A.

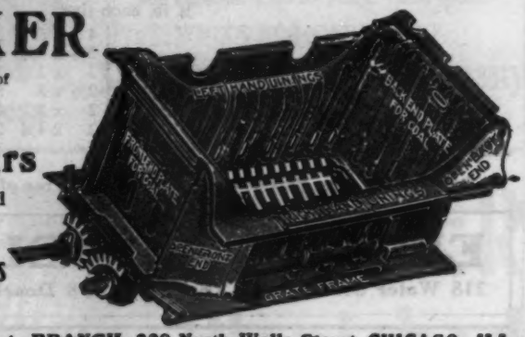
# M. BRUCKER

Manufacturer and Jobber of

## Stove and Range Repairs

Repairs for all Stoves and Ranges. Adjustable Stove Repairs a Specialty.

MICA, URNS, KNOBS, RODS AND STOVE BOLTS



325-331 N. Lincoln Street, BRANCH: 229 North Wells Street PHONE 559 North CHICAGO, ILL.

## WE THINK IT WILL

Pay you to investigate the Merits of the "ACME" Oven Thermometer.

Send for a Sample and be convinced

Western Agent: C. H. MATTHEWS, Detroit, Mich.

"G" Evans Stamping & Plating Co.
TAUNTON, MASS.

## STOVE-PLATE FACINGS

**FIRE PROOF**—Uniform Texture, all of it will go through the bag.
**RETURN**—When used with above will give better results than charcoal.

**J. W. PAXSON CO., - Philadelphia, Pa.**

Trade HADDON Mark

## S. V. REEVES

No. 50 N. 2nd St., Philadelphia
Manufacturer

The LEIBRANDT & McDOWELL STOVE CO.'S STOVES and REPAIRS

TRADE V MARK

# PATTERNS

For Stoves and Heaters
First-class in wood and Iron.
Vedder Pattern Works, Troy, N.Y.
Established 1835

QUINCY PATTERN CO
IRON & WOOD
STOVE PATTERNS
QUINCY, ILL.

The GEO. W. COPE Stove Pattern Works Cor. Brush & Woodbridge Streets DETROIT, MICHIGAN.

WELLER PATTERN CO
DESIGNS and ESTIMATES FURNISHED FOR ALL KINDS OF STOVE PATTERNS
QUINCY, ILL.

# STOVE Repairs

## Manufacturers' Stove Repair Co.

517-539 Diversey Boul.
CHICAGO

Prompt Shipments Give us a Trial

THE MORGAN MFG. CO.
MANUFACTURERS OF
AXE, PICK, SLEDGE HAMMER AND HATCHET HANDLES, ETC.
WYACONDA, - MO.

The Dunlap Mfg. Co., Dunlap, Iowa, write:
"We find much that is of interest and value to us in THE AMERICAN ARTISAN."

EVERYTHING YOU NEED IN YOUR FOUNDRY

**It's Going To Be Cold**

next winter and the stove foundry will soon work overtime. We supply facings, plumbago, graphite, putty, malleable iron and what not for foundry and pattern shop. Get our catalogue quick.

**S. Obermayer Company**

**Cincinnati Chicago Pittsburg**

---

Excellent. Economical. No Experiment. A Recognized Success.

**U.S. METAL POLISH**

G. W. Hoffman, Sole Prop. 285 E. Wash. St. INDIANAPOLIS, IND. TRADE MARK

INFALLIBLE

FOR POLISHING GOLD, SILVER, PLATED WARE, NICKEL, TIN, BRASS, COPPER, Etc.

DIRECTIONS: Take a little of the Polish on a soft cloth, rub the Metal hard and then wipe it off with a dry cloth.

---

BRISCOE MANUFACTURING COMPANY

**O-RIB-O WARE**

DETROIT, MICH.

---

**ELEVATORS**

IMPROVED QUICK AND EASY RISING STEAM, ELECTRIC AND HAND POWER

SEND FOR CIRCULARS

KIMBALL BROS. CO.

1031 Ninth St., COUNCIL BLUFFS, IOWA

Kimball Elevator Co., 139 Vincent St., Cleveland, O.

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**Monarch Roofings**

assure to dealers

Liberal Profits,
Enhanced Reputation,
Extended Business,
Satisfied Patronage,
and to consumer
Quality, Durability,
Economy, Satisfaction.

Send for Particulars

**Stowell Manufacturing Co.**

CHICAGO — 47 Market St.
JERSEY CITY — 461 Westlowe Ave.

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**WIRE HANGERS**

For Eaves Trough and Conductors

H. F. ASIRE, 1034 Monroe St.

CHICAGO, ILL.

---

# MICA

**ASSORTED PACKAGES Put Up Expressly for the Retail Trade**

**ONE POUND—4 SIZES**

¼ lb. each size

| | | | |
|---|---|---|---|
| North Carolina, | $3.40 | 4 x 6 | 2¼ x 3¼ |
| Wyoming, | 2.60 | 2½ x 3 | 2 x 5 |

**TWO POUND—8 SIZES**

¼ lb. each size

| | | | |
|---|---|---|---|
| North Carolina, | $6.55 | 2 x 3 | 2¼ x 3½ |
| | | 2 x 4 | 2½ x 3 |
| Wyoming, | 5.60 | 3 x 3 | 2½ x 5 |
| | | 3 x 4 | 4 x 6 |

**THREE POUND—12 SIZES**

¼ lb. each size

| | | | |
|---|---|---|---|
| North Carolina, | $9.40 | 4 x 5 | 2¼ x 3¼ |
| | | 2½ x 4½ | 2 x 4 |
| Wyoming, | 8.05 | 3 x 3 | 2¼ x 2¼ |
| | | 2½ x 3 | 5 x 6 |
| | | 2 x 3 | 2½ x 5 |
| | | 2 x 4½ | 2¼ x 3¼ |

Above Prices Net — No Discount

Delivered to Any Part of the United States Free of Transportation Charges

**EUGENE MUNSELL & CO.**

218 Water Street, New York — 358 Dearborn Street, Chicago

---

The top of a steel keg of

**IRONCLAD WHITE LEAD**

is good; the middle is good, and clear down to the last atom in the steel keg it is good. It is all good and the tight steel package keeps it good. Ask us.

ENTERPRISE PAINT MFG. CO., Van Buren and Peoria Sts., Chicago, Ill.

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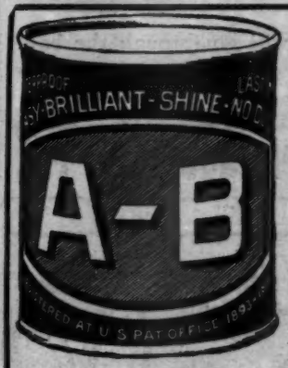



**A-B Stove Polish**

Paste—Liquid—Powder

We make the most lasting, most brilliant, most convenient and best working stove polishes in the world. We use the best materials and the best process. Shelf goods in bottles and cans are brilliantly labeled and attractive.

**The Most Attractive Goods Sell Best**

For Stove Dealers' Use we make a patented dry powder stove polish, put up in bulk in wood boxes of 5 pounds each. Mix it as you want it; remix and use what remains, use every crumb of it. Five pounds does more, better and quicker work than 15 pounds of paste polish.

Write for our handsome booklet in colors with prices on all polishes.

**A-B POLISH COMPANY,** 14 Haddon Avenue, CHICAGO, ILL.

Successors to AYLING BROS.

Washing Process

# Sanitary Dish Washer

**Suitable for Family or Hotel**

The only practical and scientifically constructed Dish Washer for family use made. **Washes, dries and polishes the dishes in 3 to 5 minutes in a sanitary manner, without using towels or wetting the hands.**

Saving in breakage will pay cost of washer, in many cases first year, as the dishes cannot be broken, cracked or chipped in using washer. **Saves 1½ to 2 hours daily drudgery and 80 per cent of the labor.**

Made of heavy galvanized iron, strong and durable. Last for years. Good seller.

WRITE FOR CATALOGUE.

**Sanitary Specialty Company**
**DETROIT, MICH.**

# At Every Point

you'll find that the

**"OAKMAN" Self-Lighting Burner**

is superior to any other Burner on the market. One of its strongest points is—that it will pay for itself—by minimizing the use of gas and by the saving in mantles—in a few months.

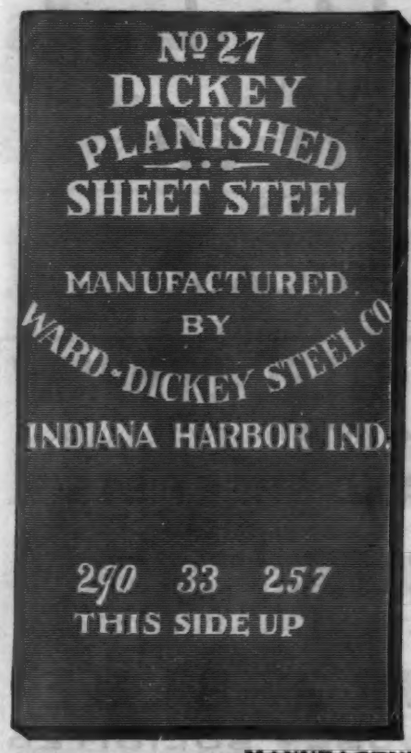
It's a mighty good article to handle—if you want a QUICK SELLER on terms that will leave a fair margin of profit FOR YOU.

The "OAKMAN" will back your most glowing praise and those who buy it, will—well, they're your customers!

Catalog "A" tells more about this truly wonderful burner—

DO YOU WANT IT?

**OAKMAN MFG. CO.**
**84-86 Chambers Street, New York**
176-180




# HAMMER Planished

**Looks:**—Highly polished.

**Works:**—Soft, Tough, Flexible; never breaks.

**Wears:**—Holds its color under long and high heats to an unequalled degree.

Gauges No. 18 to 28

Send for Price List

MANUFACTURED BY
**Ward-Dickey Steel Co.**
**INDIANA HARBOR, IND.**

**THE AD ABOVE!**
Was prepared by us—it will produce results because it will attract interest and convince readers. We would like to help some other "ARTISAN" advertisers.
*Say the word!!*
**ENTERPRISE ADV. AGENCY**
633 Sterling Place, Brooklyn, N.Y.

**The Harrington & King Perforating Co.**

**100 Tinners' Patterns**

Complete for ... $1.00

Sent Postpaid on Receipt of Price.

DANIEL STERN, 69 Dearborn St., CHICAGO.

St. Paul Roofing Cornice & Ornament Co.
EASY BEAD
EAVES TROUGH
manufacturers

COSTS NO MORE THAN COMMON TROUGH

Beautifully Simple
Perfectly Practical

"EASY BEAD" EAVES TROUGH

An Uncommon Trough Value
At Common Trough Prices

"Easy Bead" Eaves Trough has a round, open bead **without** the troublesome right angle bend, and is **made** to fit together easily, quickly and tightly, on the ground or on the ladder. The material is full 28 gauge **"Apollo"** galvanized steel, instead of the lighter weights commonly used.

If you have placed your trough order for Spring shipment, with your jobber, write to-day that you want "Easy Bead" and **insist** on your wishes being respected.

ST. PAUL ROOFING CORNICE & ORNAMENT CO., St. Paul, Minn.

Perfection in Metal Ceilings
THE GOODS MANUFACTURED BY
FRIEDLEY-VOSHARDT CO.
ARE IN A CLASS BY THEMSELVES
WRITE TO-DAY FOR CATALOGUE AND PRICES
194-204 Mather Street, :: CHICAGO, ILL.

THE PARKERSBURG IRON AND STEEL COMPANY
PARKERSBURG, W. VA.
Manufacturers of SHEET IRON AND SHEET STEEL
PARKERSBURG BLUE
ESPECIALLY ADAPTED FOR STEEL RANGES—
OAK STOVES—AIR-TIGHTS—STOVE PIPES—
ELBOWS—DRIP PANS, ETC. : : : : :
PARKERSBURG BLUE
YOUR INQUIRIES ARE COURTEOUSLY SOLICITED

Gothic Design—One of the great variety of our
Art Metal Ceilings
We manufacture and always have on hand a large stock of
All Kinds of Sheet Metal Goods
for building purposes, in artistic designs and of first-class material. We furnish
ESTIMATES AND PLANS FREE OF CHARGE
Write for catalogs and price list.
Kanneberg Roofing & Ceiling Co.
CANTON, OHIO, U. S. A.

# Lock Joint Metal Ceiling

The advantage of having a "dust-proof" ceiling makes the Lock-Joint worth twice as much as the Lap-Joint, but it doesn't cost twice as much.

The slight difference in the cost of the material is more than saved in the cost of erecting.

*Send for Catalog "D"*

**S. Keighley Metal Ceiling & Mfg. Co.**
**PITTSBURGH, PA.**
New York, N. Y. Boston, Mass. Washington, D. C. Baltimore, Md.

We followed the march of progress in the manufacture of Tin Plate, Conductor Pipe and Trough until we found we were on the wrong road.

Then we went back fifty-five years. We built an old-fashioned forge; an out-of-date, behind-the-times affair, and resumed the manufacture of pure Knobbled rehammered charcoal iron by the old, slow, expensive methods.

We use the product in the manufacture of Berger's Star Spangled Ternes, Corrugated Sheets, Iron (not steel) Roofing, Conductor Pipe, Trough, etc., etc.

Every sheet is stamped and every piece of Pipe and Trough has this little brass tag attached to

BERGER'S GUARANTEED RE-HAMMERED CHARCOAL IRON

it, to insure the quality of the sheet and to prevent deception.

Send for prices.

**Berger Mfg. Co.**
**CANTON, OHIO**

NEW YORK 210 E. 23rd St. — BOSTON 112 Bedford St.
PHILADELPHIA 1034-6 Wash. Ave. — ST. LOUIS 623 Main Street

We also make Steel Ceilings, Steel Office and Bank Furniture and Architectural Sheet Metal Work.

Our stock of
SHEET COPPER
is larger and more complete in variety of sizes and kinds than that of any manufacturer in the country, comprising an assortment of
OVER 150 SIZES
and aggregating over
300,000 POUNDS

STAR BRAND
TRADE MARK STAR BRAND
SHEET COPPER
U. T. HUNGERFORD BRASS & COPPER COMPANY
497-505 PEARL ST. NEW YORK 37-43 PARK ST.

Our stock includes
SOFT COPPER
Cold rolled, levelled cornice copper
Cold rolled polished copper
Cold rolled copper, not polished
All stock sizes of above, either TINNED OR PLAIN, on hand in New York ready for immediate shipment

STOCK SHEET SHOWING FULL ASSORTMENT ON HAND. SENT ON REQUEST.

La Crosse Steel Roofing and Corrugating Co.
LA CROSSE, WISCONSIN
MANUFACTURERS OF
EAVES TROUGH
CONDUCTOR PIPE
CUT OFFS
MITRES, ENDS AND DROPS
ROOFINGS AND SIDINGS
STEEL CEILINGS
CORNICES
SKYLIGHTS
QUICK SHIPMENTS OUR SPECIALTY
SEND FOR CATALOGUE

We are manufacturers of the
Genuine "Camaret"
Genuine "Worcester"
Genuine "Emlyn"
High Grade Roofing Tin
The same process, the same skill used today as formerly. Made in our own works. Try a sample box. Prices are moderate.
MERCHANT & EVANS CO.
Trade Mark M&E Registered
SUCCESSORS TO
MERCHANT & CO., Inc.
Manufacturers High Grade Roofing and Bright Tin Plates
PHILADELPHIA
NEW YORK
BROOKLYN
BALTIMORE
CHICAGO
KANSAS CITY
DENVER

CORTRIGHT
METAL SHINGLES
More Business and Better Pay
falls to the lot of the tinner who is in a position to lay Cortright Metal Shingles as well as a plain tin roof.
Write us to-day and we'll tell you all about the proposition.
CORTRIGHT METAL ROOFING CO.
Philadelphia and Chicago

SHEET BRASS, All Tempers. BRASS and BRONZE DRILL RODS.
BRASS and COPPER WIRE. GERMAN SILVER SHEET and ROD.
BRAZED and SEAMLESS TUBING.
Eagle Brand Copper Rivets and Burrs
Brass Escutcheon Pins
Brass Butts, Desk Narrow, Broad Middle, Ball Tipped and Water Closet
Brass and Iron Jack Chain, Brass Safety Chain, Etc.
Catalogues on Application.
NEW YORK THE PLUME & ATWOOD MFG. CO. CHICAGO

BURTON'S
Eastlake Shingles
Have been on buildings for 17 years, in good condition yet. Better than any metal, slate or wood roofing sold. Write for catalog.
The W. J. Burton Co.
DETROIT, MICH.

# DIXIE METAL SHINGLE ROOFING.

**FIRE PROOF. WEATHER PROOF**
Two Kinds: Painted or Galvanized.

**Ornamental.**

**Not Expensive.**

Metal shingles are suitable for buildings of all sizes or kinds, where the pitch of the roof is one-fourth or more. They are especially desirable for Towers, Gables, Mansards, Bay Windows, Belt Courses, Siding for Cottages, etc. We use only the best quality of Terne Roofing Tin in their manufacture—and after the shingles are stamped into shape, they are either Painted or Galvanized. The cost per year of service of Metal Shingles is less than that of any other form of Fire Proof Roofing.

**Metal Shingles afford protection from nearby fires. They reduce the cost of insurance.**

MANUFACTURED BY

**WHEELING CORRUGATING CO., Wheeling, West Virginia**

**Branch Offices and Warehouses:**

NEW YORK CITY - - - - - 47-51 Cliff Street
CHICAGO - - - - 23-27 North Clinton Street
ST. LOUIS - - - 112, 114, 116 South Eighth Street
PHILADELPHIA - - - 402, 404, 406 Race Street
BOSTON, MASS. - - - 152 and 154 Pearl Street
CHATTANOOGA, TENN. - - - - - King Street

MAKERS OF HIGH GRADE OLD STYLE ROOFING TIN—QUALITY THE BEST THAT CAN BE MADE.

**Large Stocks of all our Products are Carried at the Factory and in all the Warehouses.**

# This Is One of the

*F. Dieckmann*

# Flat Crimp Conductor Elbows

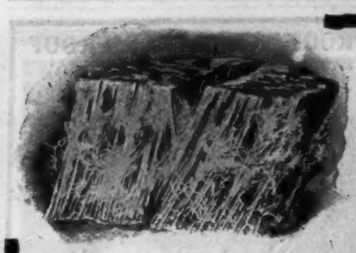
(PATENTED)

Watch for another one next week. The "Dieckmann" is the only conductor elbow made of one piece of metal. I make 1,225 varieties, in all styles and angles.

**HEAVIEST GAUGE ELBOW ON MARKET**

# FERDINAND DIECKMANN

**Station B : : : CINCINNATI, OHIO**



# "J-M" Asbestos Products

**ALWAYS in Demand**

The Dealer who carries a line of ***"J-M" Asbestos Products*** seldom has a surplus stock on hand.

Put in a line of ***"J-M" Non-Burn Building Papers, Sectional Pipe Coverings, Asbestos Fireproof Cements for Pipes and Boilers,*** and ***"J-M" Asbestos Roofing***—just as a trial. You will find that they sell quickly and at a good profit.

***Write Nearest Branch for Dealer's Special Proposition.***

**H. W. JOHNS-MANVILLE CO.**

Manufacturers of Asbestos and Magnesia Products, Asbestos Roofings, Packings, Electrical Insulating Materials, "Noark" Fuse Devices, Electric Railway Supplies, Etc.

New York, Boston, Minneapolis, Los Angeles, Milwaukee, Philadelphia, Pittsburg, New Orleans, Dallas, Seattle, Chicago, St. Louis, Cleveland, Kansas City, San Francisco, London 352

# H. WEISS & CO.

**20 Cliff Street, NEW YORK.**

**Skylight Gearing and Chain Lifts**

Punch, Shear and Bender Combined for ¾" Iron.

Tinsmiths' and Plumbers' Tools

Cornice Makers' Tools.

Coppersmith's Tools.

Pipe Threading Machines.

Second-Hand Goods Bought, Sold and Exchanged.

# LAP AND SLIP JOINT EAVES TROUGH

CORRUGATED, PLAIN ROUND AND SQUARE CONDUCTOR PIPE, CONDUCTOR ELBOWS AND SHOES, CUT-OFFS, MITRES, DOVER WIRE HANGERS.

CORRUGATED AND ALL OTHER STYLES OF ROOFING AND SIDING, DOVER NESTED STOVE PIPE AND DOVER ONE PIECE STOVE PIPE ELBOWS

QUICK SHIPMENTS, PERFECT PACKING, PERFECT GOODS, RIGHT PRICES.

**THE REEVES MANUFACTURING COMPANY**

**CANAL DOVER, OHIO**

# ALL STYLES of CORRUGATED ROOFINGS and SIDINGS

**Black and Galvanized Sheet Iron or Steel**

**Send Us All Your Inquiries** — **Write for Catalog "D"**

# THE NILES CORRUGATING CO.

**NILES, OHIO**

**Our Specialty INSTANT SHIPMENTS**

**We Have Our Own Sheet Mills and Galvanizing Plant**

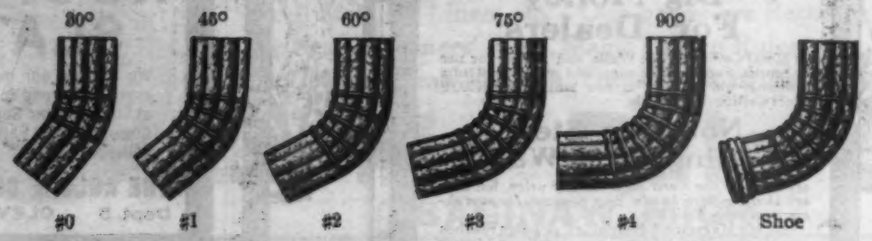
***PLECKER'S CORRUGATED EXPANDING CONDUCTORS***

**Made of Galvanized Iron in Ten-Foot Lengths without a Cross Seam. Will not burst when full of ice.**

***CLARK, QUIEN & MORSE, Peoria, Ill.***

# Low Prices on Elbows—Buy Now!

Get Them of the Big Manufacturer




Get the Best The Famous "Dieckmann"

**F. O. SCHOEDINGER** **Columbus, O.**

Dept. 2 Make Money by Saving—NOW 146 N. Third St. 148


**An** advertisement is a platform from which the manufacturer or jobber can address more dealers than could be crowded into the largest hall in the world.

x x

**It** is a long distance telephone with multiplex connections *ad infinitum* by which he can talk to thousands of dealers.

x x

**It** is not only the cheapest circular that can be sent through the mails but it carries greater prestige than any other.

x x

**It** is a signboard placed where thousands of retailers are congregated.

x x

**It** is a wireless telegram to the trade.

x x

**It** is the electric button which starts the complex system of modern business, causing the retailer to seek the jobber and the jobber the manufacturer.

x x

**It** is a match which when touched to a stock clears it out.

x x


YOUR PROFITS on a job of metal ceiling depend upon the time occupied in the erection. If the plates do not fit, and the alignment is bad, it means your profit will be small and you will present an unsatisfactory job to your customer. Better be on the safe side and buy "Canton" Metal Ceilings, the profit sharing kind.

Our book "Art in Metal Ceilings" is yours. Write for it.

**The Canton Art Metal Co.**

CANTON, OHIO

NEW YORK BRANCH No. 525 W. 23rd Street

MINNEAPOLIS BRANCH No. 253 Second Ave., S.

# The Gladiator Man

along there in the B. C.'s knew a thing or two, and always recognized **quality** in metal. The **Twentieth Century Roofing Man** knows that the name of **GARRY** stands for quality in **Eaves Troughs** and **Conductor Pipe** made of **Galvanized Charcoal Iron.** Also **Charcoal Iron Terne Plates, Roofing** and **Siding.**

LARGE STOCK
Always on Hand.

**GARRY IRON & STEEL CO., Cleveland, Ohio**

## Big Money For Dealers

in Metal Ceilings, Side Walls and Tiling for use in Stores, Factories, H mes and every kind of a building, old or new—if you sell NORTHROP Steel Ceilings and Walls.

## Northrop Steel Ceilings and Walls

are not only the *finest made* at any price, but they are also the *best known* line because *the most extensively advertised* line.

Our big Magazine Advertising Campaign reaches *over three mil i.n readers* every month—and inquiries are always referred to the nearest Dealer.

We also help each Dealer *personally and individually*, as no other Manufacturer does.

Write for Catalog and Price List and our Booklet "How We Help the Dealer," which explains in detail, the big profit in selling this line of goods either as a special Department or as a side line, and *how we help* the Dealer sell.

**Northrop, Coburn & Dodge Co.**
**31 Cherry Street, N. Y.**

## ROOFING SLATE

We operate our own quarries, manu acture and sell all grades of Slate, Roofers' Supplies, Tools, Cement, Nails, Felt. Write for delivered prices.

**THE AULD & CONGER CO.**
Dept. 5 CLEVELAND, O.

## The Edwards Metal Shingles

Are made of the best grade Worcester Terne Tin, painted or galvanized (galvanized after being formed) in sizes 7x10, 10x14, 14x20 inches. Tinners and roofers say that "The Edwards" method of interlocking is the best they have ever seen. Contraction and expansion provided for. They can be applied to roofs of any type, and are guaranteed an absolute protection against fire and the elements; taking a very low rate of insurance.

Write for Descriptive Shingle Booklet and Prices

**THE EDWARDS MANUFACTURING CO.**

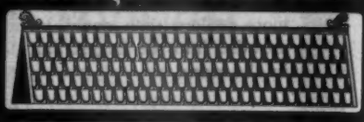
"The Sheet Metal Folks"

Manufacturers of the most extensive line of Sheet Metal Building Material in the world.

Main Office and Works:
300 to 316 Eggleston Ave., CINCINNATI, OHIO

## WALTERS'

Shingles that last



Made from Galvanized Tin and Painted Tin
STORM, RUST AND FIRE PROOF
Do you want to increase your business? THIS IS YOUR OPPORTUNITY. Write for catalogue, samples and prices.

*National Sheet Metal Roofing Co.,*
JERSEY CITY, N. J.

## Persistent Advertising

ONE who watches carefully the pages of general advertising mediums is struck by two things: the persistency with which those advertisers who are recognized as successful maintain their advertising week after week, month after month, and year after year; they never seem to abate their effort, apparently the volume of their business increases steadily. The other thing noticeable is the large number of advertisers who thrust their announcements above the surface for a little while and then sink into oblivion. They either had not merit as a basis for their claims or they did not possess the skill to steer their enterprise successfully, or else they lacked the nerve to put forth proper effort.—*Advertising Experience.*

## THE Ideal Epworth Acetylene Co.

INCORPORATED

MANUFACTURERS OF THE IDEAL EPWORTH GENERATOR
DEALERS IN CARBIDE, BURNERS, ACETYLENE FIXTURES, ETC

Write for Circulars and Terms

**The Ideal Epworth Acetylene Generators**

are **Ideal** in construction, **Ideal** in light producing power, **Ideal** in giving out steady light, **Ideal** in selling qualities, **Ideal** in lighting **Dwellings, Stores, Hotels, Churches** and **Towns. Acetylene Light** is the safest, best, cheapest, brightest, finest light in the world, when produced in the **IDEAL EPWORTH GENERATORS.**

Satisfaction Guaranteed. Agents wanted. (Successors to Epworth Gas, Light & Heating Co.) WATERLOO, IA

## ROOFING SLATE
## SLATE BLACKBOARDS

**E. J. JOHNSON & CO.**
**38 PARK ROW, NEW YORK**
Quarries: PENNSYLVANIA AND VERMONT

Prices quoted delivered anywhere. Booklet and complete Price List on application. Wire inquiries given quick attention

# Measuring Tapes

Steel, Metallic, Linen, etc. Our goods are Recognized as the Best. Tinners' Rules, Magic Pattern Rules, etc. Send for Catalogue and Mention The American Artisan.

## Lufkin Rule Co.

SAGINAW, MICH.

# Pointing and Brick Layers' Trowels

The blades are made of best spring steel, the shank of the best air furnace malleable iron. Hardwood, well polished, forms the handle. Our household cleavers are a necessary line in every hardware store. They sell easily and they pay well. We make a large assortment of Builders' Hardware and have the largest and best equipped hinge factory in the world.

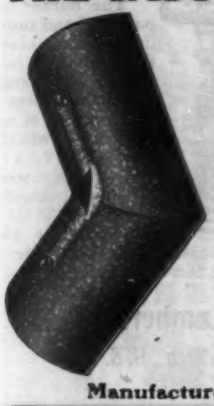
Bricklayers' Trowel

**Hinges, Butts,**
**Shelf Brackets**
**Door Bolts**

WRITE FOR CATALOG

**GRIFFIN MFG. CO., :: Erie, Pa.**

## THE IMPROVED ONE-PIECE MITER



This miter is made absolutely correct, true to shape, size, and bead, and the easiest connecting slip joint. Will save your time and temper. In case your supply house cannot furnish them, send your order direct to the

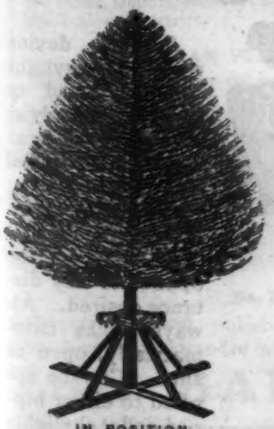
**J. E. WHITACRE MANUFACTURING COMPANY**

ROCKFORD, ILL.

Manufacturers of Sheet Metal Specialties

LITTLE GEM

# Christmas Tree Holder



IN POSITION

FOLDED FOR SHIPMENT

A novelty for every home and thousands will be sold.

By far the **Best Xmas Tree Holder** on the market.

**None so Practical**
**None so Handy**
**None so Durable**
**None so Cheap**
**Retails at 50c**

Made entirely of wrought steel; finished in green enamel; adjustable to any size tree from 1½ inch up; tree held firmly in place without danger of tipping; each holder folds compactly; no loose parts, 16 in. in diameter, 6 in. high.

Weight 20 lbs. to dozen crated.
Sold by leading jobbers or

**C. A. Peck Hardware & Mfg. Co.**
BERLIN, WIS.

# Yale Locks

The need of locks may not be a credit to civilization but a Yale lock is a credit to him who uses it and to him *who sells it.*

The genuine Yale lock always has the trade mark

YALE

on the cylinder as shown above. That name is a guarantee of quality in material and workmanship as well as of the latest ideas in lock construction.

Hardware dealers should write for our No. 18 Catalog which lists our more active goods.

**Yale & Towne Mfg. Co.**
9 Murray St., New York
Chicago Office: 90 Lake Street

# LEVER SHEAR.

This Lever Shear is made in seven sizes. It is a convenient tool for shearing plates, bars or angle iron. We build a complete line of Shears, Punches and Bending Rolls, all sizes, for hand or power

**BERTSCH & COMPANY,**
Cambridge City, Ind.

**THE AMERICAN ARTISAN Keeps You Posted.**

EXCELSIOR SQUARING SHEARS

## TOOLS FOR SHEET METALS

INCLUDING

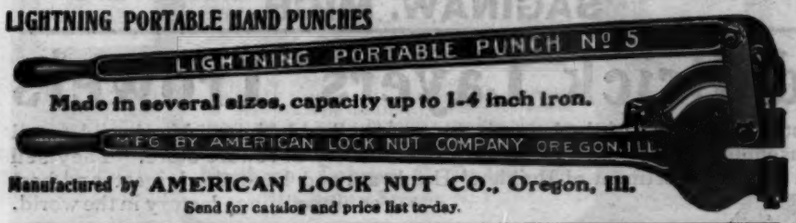
Tinners' and Roofers' Tools, Shears, Punches, Presses and Dies. Can-making Machinery

MADE BY

**Niagara Machine & Tool Works**

BUFFALO, N. Y.

**LIGHTNING PORTABLE HAND PUNCHES**




Made in several sizes, capacity up to 1-4 inch iron.

Manufactured by **AMERICAN LOCK NUT CO., Oregon, Ill.**

Send for catalog and price list to-day.

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## The "New Standard" Flour Sifter

This is the sifter which has received such favorable commends. Include a few in your next order from your jobber, or send to us. Descriptive circulars on request.

**ROSELAND CAN & SPECIALTY CO.**

ROCKFORD - - ILLINOIS

ASK YOUR DEALER FOR THE

*Sem's*

## Soldering Furnace

AND YOU WILL MAKE NO MISTAKE

Always Ready—No Smoke—No Odor—No Noise—Unexcelled—Unequaled—Unrivaled—Safe—Sure—Durable.

GALVANIZED IRON, BRASS OR COPPER RESERVOIR.

Equipped with Cylindrical Slotted Burner.

MADE ONLY BY

**BURGESS SOLDERING FURNACE CO.**

COLUMBUS, OHIO, U. S. A.

**STANDARD HORSE NAIL CO.**

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MANUFACTURE

**A Full Line of Horse Nails**

Send for Catalogue, Prices & Samples.

C. N. HOOPER, Dubuque, Iowa.

**VITREOUS ENAMELING**

TECHNOLOGIST

Designs, builds and starts new plants. Improves quality and reduces the costs in those already established.

## MANUFACTURERS

Contemplating establishing plants in the West should take advantage of a location on

THE NORTH-WESTERN LINE

C & N W R'Y

**Chicago & North-Western Ry.**

WHICH REACHES THE FAMOUS

Water Powers, Coal Fields, Iron Ore Ranges, Hard & Soft Lumber Districts

of the West and Northwest, and affords the best means of transportation to the markets of the world. For further particulars apply to

MARVIN HUGHITT, Jr. Freight Traffic Mgr.

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CHICAGO.

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*To the Publishers*

**The American Artisan and Hardware Record**

69 Dearborn Street, CHICAGO

Please send us THE AMERICAN ARTISAN each week for three months. At the end of that time we will remit Two Dollars for one year's subscription, or 50 cents in case we decide to discontinue.

NAME .....

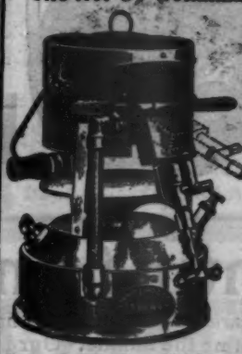
ADDRESS .....

TOWN .....

STATE .....

**Hottest On Earth.**

**The No. 39 Bonanza Furnace**



That is what we give you when buying a No. 39 Furnace for all around work. The tank is made of seamless drawn brass. We make many styles of Furnaces and Torches for kerosene as well as gasoline. Our catalog will give you full particulars. Order through any jobber, or send us $4.50; we will ship direct.

THE TURNER BRASS WORKS, 26 No. Franklin Street. - Chicago

**If You Want The Best Quart Torch Buy the No. 31.**

The burner is powerful and produces a pure blue flame that is intensely hot, using but little gasoline. We warrant it to work in cold, windy weather. Your money back if you are not pleased. Jobbers sell at factory price or we will ship direct if cash accompanies order. Our catalog is free. It is worth dollars to you.

**Clayton & Lambert Mfg. Co.**

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A new device whereby a skylight can be raised or lowered as easily as a weighted window. Constructed of steel and malleable iron; has a movable slide-holder to adjust itself, and can be opened to any distance desired. Always locks automatically, open or shut. Can be applied to either hipped or flat skylights easily and quickly.

SEND FOR PAMPHLET

**G. Bickelhaupt Skylight W'ks**

243-245 West 47th St., NEW YORK.

Trade "G. B." Mark.

Goodell-Pratt Company
GREENFIELD, MASS., U. S. A.
Catalogue Free
HACK SAWS
FAMOUS FOR TEMPER AND CUT
HAND AND MACHINE BLADES OF ALL STANDARD LENGTHS AND WEIGHTS.

PULLMAN
SASH BALANCES

Are you selling them?
IN USE EVERY-WHERE
Send us your orders
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Modern. Highest Grade. Fireproof.
OUR OWN ELECTRIC CARRIAGES, EXCLUSIVELY FOR PATRONS every few minutes between the Hotel, Depots, Wharves and through the Business District.
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Rates $1.50 per day and upward.
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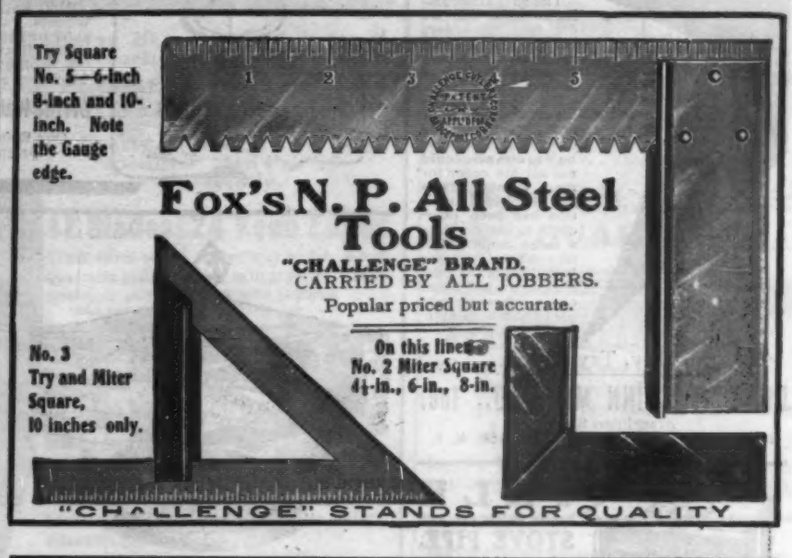



When you sell Levels—Sell the right kind

A Tool you can sell quickly, profitably and satisfactorily to Carpenters, Masons, Machinists, and all who use Levels or Plumbs, is the
DAVIS & COOK LEVEL.
The different Level—with the bulb seen in all positions. Any mechanic will buy when he examines. Put in stock.
For sale by all the leading jobbers. Catalog on request.
DAVIS & COOK, 23 High Street, Watertown, N. Y.

HENRY CHAFFEE, AMBRIA, IND., WRITES:
"Please take my ad. out of THE AMERICAN ARTISAN. I got two or three letters daily and have something like twenty jobs in view."

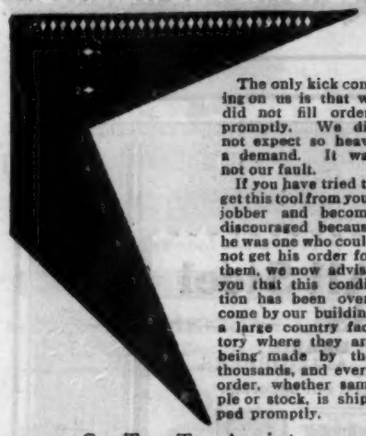
No. 5, $4.00 Each
We are producing this Level to give users all the advantages of a full brass bound level at a nominal price. The stock is very choice selected cherry, corners are heavy, tips cast, and especially hard, to stand wear.
A beautiful Level, polished and strictly first class. Packed one in a box, and six in a case.
Any dealer can handle a case very quickly. Write for discount.
THE BAKER-McMILLEN CO., AKRON, OHIO, U. S. A.

Stanley Rule and Level Co.
IMPROVED CARPENTERS' TOOLS
Sold by All Hardware Dealers. NEW BRITAIN, CONN.

## The NEW Universal Square

Is proving itself sure to become the Standard Tool of its kind.

**MADE IN THREE SIZES:**
**No. 6 - 6" No. 10 - 10" No. 13 - 13"**



The only kick coming on us is that we did not fill orders promptly. We did not expect so heavy a demand. It was not our fault.

If you have tried to get this tool from your jobber and become discouraged because he was one who could not get his order for them, we now advise you that this condition has been overcome by our building a large country factory where they are being made by the thousands, and every order, whether sample or stock, is shipped promptly.

So, Try, Try Again!

**DUBY & SHINN MFG. CO., Inc.**
Branchport Station.
Home Office and Works, LONG BRANCH, N. J.

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## YALE
**Russia finish, pat. lock**
## STOVE PIPE.

It is made of a very high grade of uniform color Blue Polished Steel, and is coated to prevent rusting. Made in all sizes.

Packed twenty-five and fifty joints to crate. For sale by the jobbing Hardware Trade throughout the United States.

MFD. BY
**HEMP & CO.**
2nd & Chouteau Ave
ST. LOUIS.

In the event your jobber does not handle this pipe send your inquiries to us

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## FACTORY LOCATIONS

For all kinds of plants using iron and steel and other metals. The country reached by the

**SOUTHERN RAILWAY AND MOBILE & OHIO RAILROAD**

is now growing at a rapid rate. This growth is steady, substantial and based upon the great natural resources. Give us your requirements for plant location and we shall be glad to send information. Write the nearest agent.

Small Foundry in good town for sale cheap. Refer to Washington File 24,657, Chicago File 16,209.

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Land and Industrial Agent
Washington, D. C.

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Agent Land and Industrial Department.

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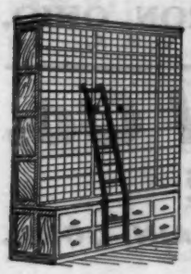

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Are made to fit all kinds of high shelvings, and are guaranteed to be satisfactory in every respect

HIGHEST AWARD
St. Louis World's Fair

Send for Catalog and Prices

**JOHN CALANDER**
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## A POINTED TALE

## Divine's Genuine Red Devil Water Motor

**Is Guaranteed to**

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| Wash Bottles | Run Cooling Fan |
| Polish Silverware | Sharpen Cutlery |
| Run Sewing Machines | Run Coffee Mill |

**And Many Other Uses**

It is the most useful article in the world. Guaranteed to be better in every way than any other Faucet Water Motor, and that it will accomplish the duties for which it is intended.

PRICE:—Including Emery, Polishing and Pulley Wheels, Faucet Connection and Cake Silver Polish, $4.00; or $3.50 and this "Ad" will get one motor complete. Bottle Washing Attachment, $0.50. Write for free booklet and trade discounts.

**Divine Water Motor Co., 108-110 Duane St., New York**

Our References: R. G. Dun, Bradstreet and the Oriental National Bank of New York City

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## EARL'S IMPROVED REVOLVING VENTILATOR

Runs in a self-lubricating bearing that is not affected by heat or cold, and never requires any oil or grease. The Fan revolves without any noise, producing a current of air upward, which positively prevents any down draft. Write for circular.

**BERGER BROS. CO.**
**TIN PLATE, SHEET IRON, ETC.**
**PHILADELPHIA**

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## Champion Stove Clay

The only Stove Lining made of crucible materials.

Packed in 2½ lb., 6 lb. and 10 lb. pasteboard boxes.

Order it from your jobber.

The best and most refractory lining made.

**Bridgeport Crucible Co.,** Bridgeport, Conn.

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## "Yankee" Tools ARE THE NEWEST, CLEVEREST AND QUICKEST SELLING,

and are without equal in quality or efficiency in practical use.

No. 10 and 11—Ratchet, Right and Left Hand and Rigid

No. 15—Ratchet, With Finger Turn on Blade

No. 30 and 31—Spiral Ratchet, Right and Left Hand and Rigid

No. 40-41-44—Automatic Drill

No. 50—Reciprocating Drill for Wood or Metals

Send for "Yankee" Tool Book

**North Bros. Mfg. Co., Philadelphia**

# Gillette Safety Razor

NO HONING NO STROPPING

**Fine, flexible, wafer steel that shaves 20 to 40 quick and comfortable shaves from each blade.**

**A MOST WONDERFUL SELLER. PLEASES EVERY PATRON. BRINGS NEW CUSTOMERS.**

Nearly 1 Million first 30 months. Men Pay $5 cheerfully.

**12 Blades 24 Keen Edges**

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| Triple silver-plated set with 12 blades, | $ 5.00 |
| Quadruple gold-plated set with 12 blades, | 10.00 |
| Quadruple gold-plated set with 12 blades and monogram, - - - - | 12.00 |
| Standard combination set with shaving brush and soap in triple silver-plated holders, - - - - - - | 7.50 |
| Other combination sets in silver and gold up to - - - - - - | 50.00 |

Standard packages of 10 blades with 20 sharp edges, for sale by all dealers, at the uniform price of 50 cents.

**No Blades Exchanged or Resharpened**

**We supply our dealers liberally with signs, booklets and hangers. Write for our uniform discounts and facts.**

**GILLETTE SALES COMPANY**
**TIMES BLDG., NEW YORK CITY**

**THE SHAVEZY GUARD**

May be adjusted to any blade,
Instantly changed from right to left.
Is the best and a Cheap Guard.

*Get my prices, which are right.*

**L. T. WEISS, Sole Manufacturer**
**288-290 Taaffe Place, BROOKLYN, N.Y**



**HOTCHKISS CLIPPERS**

Standard Quality and Workmanship Guaranteed. Prompt Shipment. Prices Right.

Simple in Design. Elegant in Finish.

No. 350 B. B.

Send for Descriptive Catalogue and Prices.

**EDWARD S. HOTCHKISS,**
**IRANISTAN AVE., BRIDGEPORT, CONN.**


# Industrial Department

## A COMMUNITY OF INTERESTS

Is that existing between the Atchison, Topeka & Santa Fe Railway System and the people on its lines. This partnership is evidenced in the creation of an Industrial Department by the Santa Fe, the objects of which are:

To ascertain and bring to the attention of interested manufacturers all the resources in the way of raw material along its lines;

To co-operate with and encourage the citizens of its territory in the establishment of industries which the local conditions, markets, and other factors favor;

To bring opportunities for investment in its tributary territory to the attention of investors;

To aid producers along it lines to extend their markets, and to foster an interchange of commodities along its system;

To encourage and aid in the introduction of new and profitable products;

To keep in touch with developments and discoveries in its immense mineral territory, and to aid miners and prospectors in bringing their claims to the attention of capital.

For further information address:

**WESLEY MERRITT, Industrial Commissioner**
**1122 Railway Exchange, Chicago, Illinois**


**VOLUME II OF**

**The Hardware Merchants Advertiser**

will be out of press by November 15th, 1906

It will contain over one-third more Ad. matter than Volume I and be improved in other ways

**Sent on Three Days' Approval if You Wish**

**PRICE, $3.50, DELIVERED**

**Hardware Electrotypes**

Catalogue No. 4 with supplement, sent now for the asking

**The Powers Publishing Co.**

SPECIAL SERVICE IN HARDWARE ADVERTISING

NORWALK OHIO



**CHAS. SKIDD, Kenosha, Wis., writes:**

"Please discontinue my ad for a tinner. I have had applications from the Atlantic to the Pacific, and also received a good man through your valuable paper."

MAKE MORE MONEY

SIGNAL MAIL BOX CO.
106 Benton St., Joliet, Illinois

44 ILLUSTRATIONS

Plainly showing how to make any stove or range operate perfectly. The cause and remedy for "don't work" stoves clearly illustrated. A money and trouble saver for Stove Merchants, Salesmen and Manufacturers.
Cloth, $1 25, Paper, 75c.
MILES PUB. CO.
P. O. Box 505 MINNEAPOLIS

Blick No. 3 The Best Box
FOR RURAL FREE DELIVERY
$5.88 Per Dozen

BE JUST WITH CUSTOMERS

Sell them Blick No. 3 boxes. They are big ones, 6½x8½x19 inches. Made of heavy galvanized steel. Painted green, the new Government color. Same shape and color as city boxes. Have Positive-Locking Flag Signal, Automatic Latch, Water-Tight Quality. Every box tested, every box right, every box warranted. They will get the business. You better get them. Order now.
$5.88 per Doz.
BLICK-WILLIAMS CO.
INDIANAPOLIS, IND.

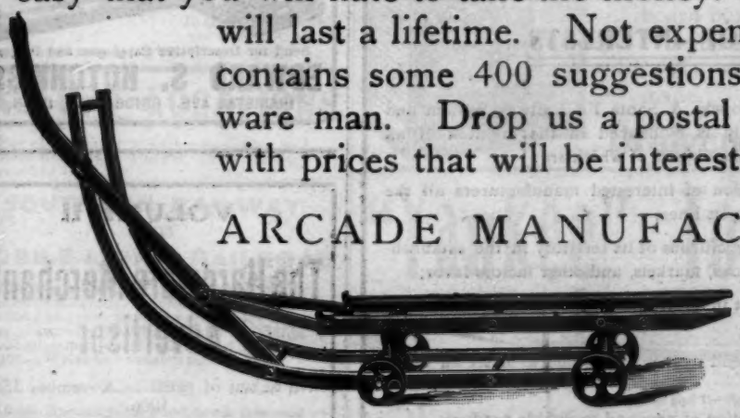
STEWART IRON FENCE
AGENTS WANTED
Write for CATALOGUE No. 23 To-day.
THE STEWART IRON WORKS COMPANY
CINCINNATI, OHIO, U.S.A.
"The World's Greatest Iron Fence Works"

No Dust, No Dirt
Pleases everybody
Quick Seller
Order at once to insure prompt delivery.
Send for prices.

HILL DRYER CO.
Worcester, Mass., U. S. A.

CAN YOU MOVE A HOT STOVE?

Hot or cold, big or little, the Baltzly will handle them so easy that you will hate to take the money. Made of steel and will last a lifetime. Not expensive. Our catalog contains some 400 suggestions for the alert hardware man. Drop us a postal and we will send it with prices that will be interesting.



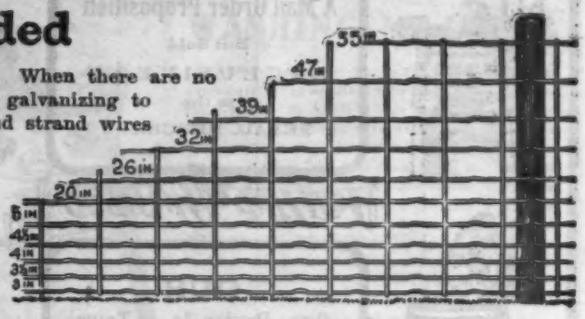
ARCADE MANUFACTURING CO.
FREEPORT, ILLINOIS.

**F. D. BURGESS,**
**WAUPACA, WIS., writes,**
***"I advertised a set of Tinner's Tools in your paper and have sold them, and I have received letters from parties wanting them, from all parts of the United States. That goes to show that The American Artisan has a great circulation."***

# "Pittsburgh Perfect" Fences

## Electrically Welded

When the joints are electrically welded there are no wraps. When there are no wraps there is no chance for moisture to accumulate, for the galvanizing to crack, for the wire to be rusted. Stays cannot slip; stay and strand wires become one piece when the union is made. These fences




**WILL LAST LONGER THAN ANY ON THE MARKET**

**WRITE FOR CATALOG**

## Pittsburgh Steel Co., Pittsburgh, Pa.

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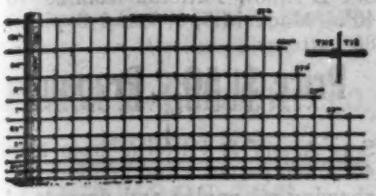
## The Fence That Suits



**Your Customer**

is the one for you to handle

**Woven Field Fencing**

Both Single and Double Strand.

JUMBO POULTRY turns everything.
Lighter Poultry for less money of Various Weights.

Lawn and Cemetery Fence, Barb Wire, etc.

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**THE DENNING WIRE & FENCE CO.**

CEDAR RAPIDS, IOWA

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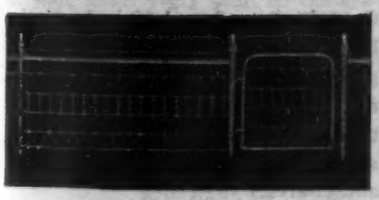

This is a pretty residence fence.

We have others more suitable for cemeteries.

We can supply your fence wants.

We manufacture field fence, also wire gates.

**CYCLONE FENCE COMPANY**
WAUKEGAN, ILL.
CLEVELAND OHIO

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USED BY ALL THE LEADING STOVE AND RANGE MANUFACTURERS:

W. Dewees Wood Company's Patent Planished Iron.
Wood's Cleaned Refined Smooth Finish.
Hammered Polished Steel.
Wood's Oak Stove Body.
Wellsville Polished Range Steel.

MANUFACTURED BY

**AMERICAN SHEET & TIN PLATE COMPANY**

FRICK BUILDING PITTSBURGH, PA.

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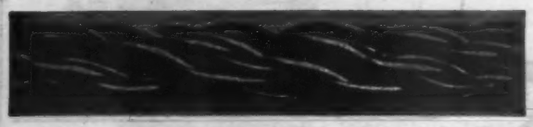
## LIGHTNING RODS ARE A PROTECTION



when you use our

**Pure Copper Cable**

If it wasn't why do we give a $500.00 guarantee. We have got the best and heaviest Cable and Fixtures on the market, and our prices are far below any other firm now making an inferior cable. There is money in the business for you.

We want an agency in every county, send for catalog and prices to

**MAHER & SON, Preston, Ia.** The firm that cut down the price of Lightning Rods.

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never rust, smut, split, or blow off the line.

**Any special clips made to order.**

**U. S. CLOTHES PIN COMPANY,**
MONTPELIER, VT., U. S. A.

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**A Mail Order Proposition**
But Sold
EXCLUSIVELY
to the
RETAIL MERCHANT

VOSS LINE OF WASHERS

**OUR**
**One Dealer in a Town Agency**
Will Interest You
WRITE TO-DAY
**VOSS BROS. MFG. CO.**
DAVENPORT, IOWA

**Simplicity In Mechanism**
**High Speed and Easy Running**

are among the demands made by purchasers of Washing Machines. It is up to you Mr. Dealer to supply this demand and hereafter when you

**Think of WASHERS WAVERLY'S**

They have all these points and more too. That's why they're easy to sell. *Write for exclusive agency*

**WAVERLY WOODENWARE WORKS, ST. JOSEPH, MO.**

**NATURAL GAS FURNACE**

**The "MANEST"**

will heat any house, better and cheaper and with less labor than any other system.

Write for the agency in your locality.

**The MANNEN & ESTERLY CO.**
Sole Manufacturers. CLEVELAND, O.

The "Manest" can also be attached to any Coal Furnace.

**GRAY'S**
**Perfect Elbow Patterns**
**On Heavy Blue Print Paper**

Set A Elbow Patterns from 1" to 20". Made in 2, 3, 4 and 5 piece. 80 patterns.

**Price $1.50, Prepaid**

Set B Elbow Patterns from 20" to 40". Made in 5, 6, 7 and 8 piece. 80 patterns.

**Price $1.50, Prepaid**

Sets A and B Patterns from 1" to 40". 160 patterns and angle charts showing all angles and degrees of same gotten from 160 patterns. An exhaustive work strongly recommended by eminent critics.

**Price $3.00, Prepaid**

**GRAY'S**
**Perfect Skylight Patterns**
**For Single Pitch Skylights**
**For Gable Skylights**
**For Hip Skylights**

Contains 6 to 8 and 10 inch ventilator patterns and skylight chart giving the length to cut hip and rafter bars for any size skylight up to 24 feet wide, for one-third pitch skylights. Full set of patterns and charts.

**Price $3.50, Prepaid**

**DANIEL STERN**
**69 Dearborn Street**
**CHICAGO**

We want one Hardware Merchant as exclusive Agent in each town in Nebraska, South Dakota, Northern Kansas and Western Iowa.

**Paxton & Gallagher Co.**
**Omaha, Neb.**

***Locations for Industries***
ON
**THE ERIE, THE COMMERCIAL RAILROAD**
*Chicago to New York*

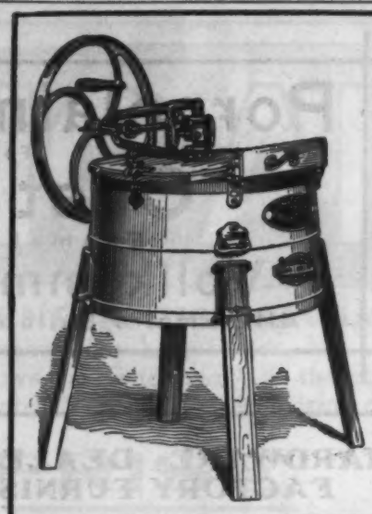
The Erie Railroad System's Industrial Department has all the territory traversed by the railroad districted in relation to resources, markets and advantages for manufacturing, can advise with manufacturers of specific products as to suitable locations, and furnish them with current information of a comprehensive nature dealing with the project in its full relation to manufacture and commerce.

The Erie is one of the greatest of trunk lines. Its own rails connect the two largest cities of America. Every section of the System has its particular merits. Profitable locations exist. It has great general and coal, oil and natural gas resources.

It is important in this age of modern facilities for manufacturers to locate where they can obtain side tracks so as to receive from and ship directly into cars at the factory. Information can be promptly furnished in this connection about every point on the system between New York and Chicago.

Manufacturers' inquiries as to locations are treated in strict confidence, and absolutely reliable information, so as to promote permanent traffic, is furnished. Address

LUIS JACKSON
Industrial Commissioner
Erie Railroad Company.
11 Broadway, New York.



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**WASHING MACHINE**

Roller bearings. Large fly wheel. Lightest running Washer on the market. People are writing us daily to know where they can buy the Majestic. It is the quickest seller and commands the biggest profit to you of any Washing Machine made. That is why you should sell it. The tub of the **Majestic** is made of selected **Virginia White Cedar**, and will stand the action of water a life time. It is bound with our celebrated **Electric-Welded Wire Hoops**, is steam-tight and easy to operate. Two hundred thousand satisfied customers will testify to all we say.

We are shipping out 2500 Majestics each week. Write us for catalogue and prices.

**Richmond Cedar Works**
Manufacturers of Wooden Ware
**Richmond, Virginia.**

**IT'S SO EASY**

The established superiority of the

**Schroeder Washer**

above all others makes it a ready and profitable seller. No kick or complaints come from the user of a

**Schroeder Washing Machine**

and the selling of them is an easy matter. All are made of the best material, are exceptionally easy running, and every detail is handsomely finished.
Write your Jobber or us for prices.

**BENBOW-BRAMMER MFG. CO.**
**ST. LOUIS, MO.**
**The Pioneer Washing Machine Manufacturers**

THE
**WHITE ROSE**
IS WITHOUT A COMPETITOR

It is actually BALL BEARING and has proved the most phenomenal seller ever placed upon the market.

Write Today for
EXCLUSIVE AGENCY

**WHITE LILY WASHER CO.,** TOLEDO, OHIO
DAVENPORT, IOWA

**Eagle Mop Wringers and Ohio Detachable Mop Heads and Handles**

Meet every service demanded of them. WHY?
Because they are built upon the correct principles. They have been hailed with delight by users, and the universal verdict is, I WANT NO OTHER. Ask your jobber or write us direct. A catalogue for the asking.

**Eagle Cooperage Works,** Sole Mfrs., Circleville, O.

# The SPIDER

that will not scorch or burn even the most delicate dainty sauce or gravy. Will not absorb grease or flavor. Does not get smeary, dirty, unsanitary. Always clean, sweet, hygienic. Never warps.

## "NEVER-BREAK"

*Name always stamped on the handle.*

*You should have our complete catalogue.*

**The AVERY STAMPING CO.**
**Cleveland, Ohio.**
*EXCLUSIVE MANUFACTURERS.*

**DOUBLE-BULGE GOGGLE**
Absolutely New, Patent Applied For

This new goggle is just out. Ask your jobber. Don't take any substitute.
THE TEXAS CO., Manufacturers, CHICAGO, ILL.

# Ullery & Jones,

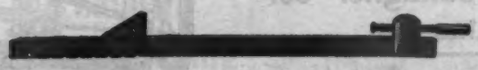
**Gibson City, Illinois, Write:**

You will please take out our want ad. Our man has secured a good position, and, from the amount of letters we received from all over the United States, he could have got all kinds of jobs. Many thanks for the ad. We think your paper all right.

# Porcelain Enamel
For
# Cast Iron
Enamel Colors
## Vollkommer & Co.
1112 Empire Building, Pittsburg, Pa.

**HARDWARE DEALERS SHOULD KEEP FACTORY FURNISHINGS IN STOCK**

Send for Our New Catalog



We make a complete line of Clamps—Case Clamps, Glue Clamps, Adjustable Clamps—also Benches, Factory Trucks and Hand Screws.

**Grand Rapids Hand Screw Co.,** 160 South Ionia St., Grand Rapids, Mich.

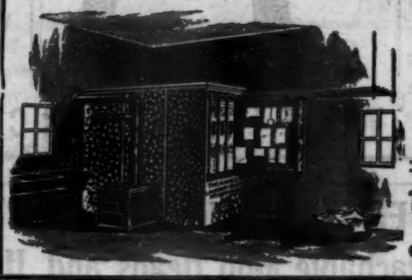
# SPERRY'S CALDRONS

Twelve sizes always in stock.

Full measure, guaranteed perfect original patterns, with metal distributed where it is needed. Many Caldrons are made from our casting as patterns. They are inferior to originals, as they have light bottoms and heavy sides and hold less.

**D. R. SPERRY & CO.** HOLLOW-WARE FOUNDERS **Batavia, Ill.**

## The "Manest" Family Clothes Dryer



A Laundry Stove and Drying Cabinet Combined.

One fire boils the clothes, dries the clothes and heats the irons. Good profits to agents.

**THE MANNEN & ESTERLY COMPANY**
Successors to MANNEN & ESTERLY
CLEVELAND, OHIO

Sausages made with the **ENTERPRISE SAUSAGE STUFFER** have no air inside the casing. For this reason they keep better.

The corrugated spout allows the air to escape as the casing is stuffed. Buyers appreciate this, and other good points—like the accurate boring of the cylinder—in the

# ENTERPRISE

## SAUSAGE STUFFER, LARD AND FRUIT PRESS

**NOW** is the time to push these goods for the fall trade.

Ask for electros for advertising, and advertising printed matter.

**The Enterprise Mfg. Co.**
**OF PA.**
**Philadelphia, U. S. A.**

New York Branch, 10 Warren St.
San Francisco Branch, 318 Market St.

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THE Publisher of the American Artisan will take pleasure in supplying books of whatever character, at catalogue prices, prepaid by mail, to any address, on receipt of price. The following are lines specially represented:

**Sheet Metal Working. The Foundry.**
**The Workshop. Heating and Ventilating.**
**Plumbing and Drainage.**
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**DANIEL STERN,**
**PUBLISHER AND BOOKSELLER**
**69 Dearborn Street CHICAGO**

# TRIUMPH

## In Boiler-Making

Quality, Construction and Finish are the distinguishing features of

## Reed's Monarch Hand-made Wash-Boiler

Four grades—1X, 2X, 3X, 4X, 5A tissue lined charcoal plate with 14, 16, 18 and 20-oz. full weight copper bottoms, full line tin bottom and metallic bottom boilers, also four grades all copper boilers.

Monarch boilers all wired with 5-16 hard market steel wire drop forged, which makes the boiler strong enough to withstand a pressure of 300 lbs. without deflecting 1-16 of an inch. *See Cut.*

Furnished with Reed's new, seamless pressed cover, with 1-inch rim; cover and rim made of one piece; patent cold stationary handle, riveted on top of cover. Fits like a glove—is strong and durable.

Catalogue and price list mailed free on application. A comparison of prices will warrant your patronage, as we are in a position to furnish the best boiler for the least money made in America.

## Reed Manufacturing Co., Newark, N. Y.

**Branch Offices:** 225 West 12th Street, CHICAGO
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**Labor-Saving** **Money-Making**

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## HARDWARE SPECIALTIES

**Trade-Bringing** **Trade-Holding**

**Best in the World**

**For Poor Drawing Chimneys**

**Iwan's Volcano**

**Revolving and Ventilating**

**CHIMNEY TOP**

Protects chimney from rain and snow. Prevents all downward draught. Iron mountings in two parts only —no pins or wire required to hold down cap.

**Satisfaction Guaranteed**

**Patterns for Hood and Vane furnished free of charge**

**IT PAYS GOOD PROFIT!**

**Iwan's Patent Improved**

**Post Hole and Well Auger**

The only Auger that gives **universal satisfaction** under **all conditions of soil.**

Used by the U. S. Signal Service in the Philippines for telegraph construction.

Total length of 12 and 14 inch sizes, 6 feet; all other sizes, 4 feet,

**It Will Pay You to Make Room for This Auger**

**Outlasts Any Other Knife**

**Iwan's Improved**

**Sickle Edge Hay Knife**

Cuts the toughest hay and straw with ease. Its cutting edge consists of four sectional serrated blades of high-grade tool steel.

Keeps its edge longer than any other and cuts more rapidly and with less labor.

**Improved Adjustable Handles with Iron or Wood Grips**

**IWAN'S PERFECTION**

**Wire Conductor Pipe Hanger**

**Positively The Best Hanger Ever Invented.**

**WHY?**

It is more convenient to use than any other hanger, is strong, durable and cheaper. It saves the tinner's time.

For frame or brick buildings and holds pipe one inch from building to permit painting.

**When Ordering from Jobbers ask for Iwan's and Get the Best**

# IWAN BROS.

**Manufacturers also of Post Hole Diggers, Tile Drain Cleaners, Tiling Spades and Serrated Hay Knives**

## STREATOR, ILLINOIS

# The LISK Sanitary

## Self-Basting Enamel Roaster

**Is the most wonderful cooking utensil and the best and most profitable seller ever placed upon the market.**

**¶ An extensive advertising campaign, embracing the use of all the best magazines read by over five million people, has awakened a wide public interest in the roaster.**

**¶ It is a guaranteed money-maker and labor saver.**

**¶ Seamless, sanitary, self-basting.**

**¶ It is manufactured in four sizes from Lisk's celebrated Imperial gray enamel steel ware and is unconditionally guaranteed.**

**¶ If you do not handle it, send for booklet and prices.**

## THE LISK MFG. CO., Ltd

**Canandaigua, N. Y.**

# DO YOU KNOW Pierce's Patent Commode Pail

COMMODE PAIL

is the only one having a latest improved closet seat which need not be removed when cleansing. Seat is on outside of body with braces riveted to side of pail. Made of galvanized iron painted and decorated in assorted colors or finished in white enamel. Packed one fourth dozen per crate.

Get a trial order from your jobber and we assure you, that you will buy none other. If you do not find them better than any made to-day, you may return them to us and we will pay your bill.

FOR SALE by the jobbing trade only.

**PIERCE & LAUX**

Manufacturers of Hardware Specialties Sell to Jobbers Only

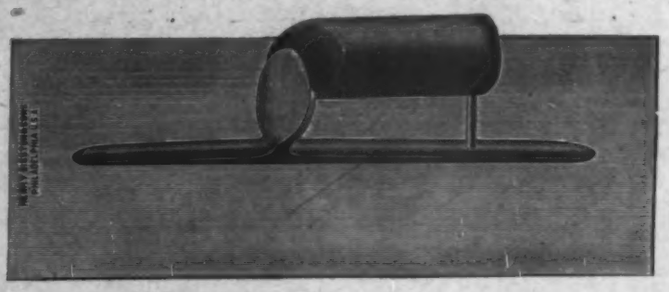
BURLINGTON -:- -:- -:- IOWA

## All Disston Products

are famous in this and other continents for quality. The name Disston stands for unequalled skill, honesty of manufacture, unflagging industry. The

### Western Plastering Trowel

is made of the highest grade crucible steel. The blade is accurately ground, extra thin. It is fastened with seven rivets to the long mounting, with shield. The end of the handle is beveled for thumb rest. **Easy, comfortable grip, strong and durable. Note reinforcing post at end of handle.**



*Quality Tells*

**HENRY DISSTON & SONS, Inc.**

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA : : : : : : PA.

# STEVENS FIREARMS

are

FIRST-RATE SELLERS

because they strongly appeal to the buying public.

## STEVENS QUALITY—PRICE

and the aggressive ADVERTISING behind our popular make, are "REASONS WHY."

All Jobbers handle the STEVENS. INSIST ON OUR MAKE. THERE ARE NO SUBSTITUTES.

Send for 140-page illustrated Catalog—covers the entire line of STEVENS RIFLES, SHOT-GUNS, PISTOLS.

**J. STEVENS ARMS AND TOOL COMPANY**

460 MAIN STREET

CHICOPEE FALLS, MASS.

# Good Roofing Tin

That is **really good** sold at prices that enable you to **save** something—sometimes considerable—on your orders. It **will pay you** to write for sample and prices

## The McClure Co.

Pittsburgh Philadelphia

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**We** have exceptional facilities for handling American products: Hardware, Sanitary, Heating and Ventilating Goods. Branches in England and Continent. References furnished. Address

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You cannot furnish your customers with a better covering for their buildings than ***A Good Tin Roof,*** made from our ***"Scott's Extra Coated,"*** or if a 15 year Guarantee is an object from our ***"Follansbee-Banfield Process,"*** ***Explain,*** a Good Tin Roof is ***Fireproof*** and ***Durable,*** and that roofs made from Tar or Paper of any kind ***must always*** be inflammable—perishable, because that is the nature of these materials. ***Urge these Points.*** They are ***Strong*** ones.

# GET WISE ROOF WISE

**FOLLANSBEE BROTHERS CO.**

**HIGH GRADE TIN PLATE MAKERS**

**PITTSBURGH, PENNA.**

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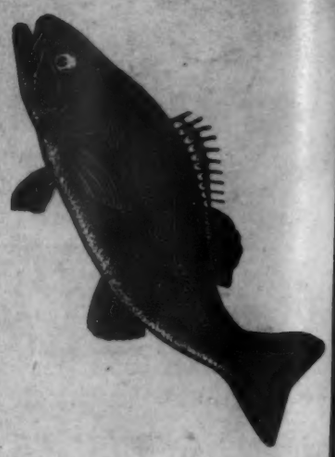
# PFLUEGER'S Fishing Tackle

**Hooks, Flies, Trolls, Spinners, Phantoms, Reels, Furnished Lines, Everything in Fishing Tackle.**



NOTICE—Free to any Dealer in Sporting Goods. Sent Express Prepaid, 170-Page Illustrated Catalogue No. F25, and Metal Fish Sign in 8-Color Lithograph

## The Enterprise Mfg. Co.,

**AKRON, OHIO, U. S. A.**

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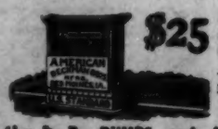

**$25 ON 5 TON** is what you can save.

We make all kinds of scales. Write for prices.

**Also R. R. PUMPS and WIND MILLS**

**Beckman Bros., Des Moines, Ia.**

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**No dealer may call his stock complete without the**

**STAR EXPANSION BOLT COMPANY**

147 Cedar Street, New York
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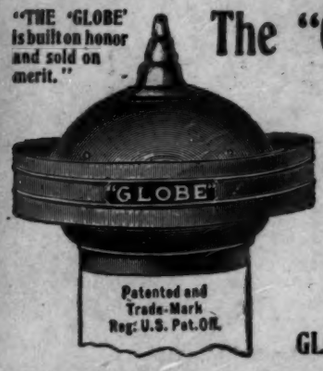
"THE 'GLOBE' is built on honor and sold on merit."




# The "GLOBE" Ventilator

in COPPER, GALVANIZED IRON and with Glass Tops for Skylight purposes.

**Absolutely Storm Proof.**

**For Perfectly Ventilating Schools, Churches, Halls, Mills, Factories and Audience Rooms of Every Character.**

**SMOKY CHIMNEYS CURED**

**"GLOBE VENTILATED RIDGING"**

Send for Pamphlet.

**Manufactured by**

**GLOBE VENTILATOR CO., Troy, N. Y.**

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# DELTA FILES

TRADE MARK DELTA

**DELTA FILE WORKS**
**CARVER File Company**

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FILES OF QUALITY

**An independent organization not connected with the trust in any form, shape or manner.**

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# The ECLIPSE Nested Stove Pipe Thimble

**BEST ON THE MARKET**

PATENT PENDING

Saves 30 per cent. of room.
Is stronger than a hand made riveted thimble.
Is always ready to hook together.
Is made so that the lug passes through two slots and then tied.
The lug is always on top; therefore the **LUG** is not an objection to the entering stove pipe.
It is always kept nice and clean in a box: therefore no unsightly, rusty looking thimbles to adorn the stores. Galvanized iron; 5, 6 and 7 inch.

**STUBER & KUCK,** Manufacturers of Pieced Tinware and all Styles Flour Sifters. **Peoria, Ill.**

**Watch for our next advt.**

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**Tinners Find Employment**
By advertising and using
**THE**
**Powers Automatic Chimney Tops**

They make chimneys draw, give give tinners employment making stocks and give the dealers profit.

Sold by Hardware Jobbers and Dealers.

Made only by

**POWERS BROS.**
Streator, Ill.

This cut free to dealers.

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## THE "CENTENNIAL"

**RAIN-WATER CUT-OFF**

The strongest, most durable and cheapest CUT-OFF on the market.

The only single cut off made to fit Corrugated and plain pipe and which can be used without extra pipe or elbows. For sale by all leading jobbers.

Patent applied for.

Manufactured only by

**COONEY & GEIGER**

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